PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

FILE COPY

Vol. XXXII. No. 45

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

NOVEMBER 6, 1920



The Only Weekly Hardware Paper in Canada



Why Sell Only One ?



Aladdin Dye Soap possesses a profitable feature that some dealers overlook.

Every customer who buys a cake of Aladdin Dye Soap doubtless intends to dye more than one garment, either at once or in the future; and she does not intend to dye them all the one color—so why let her go out of your store with only one cake of Aladdin?

Many dealers sell six cakes at a time to a customer. They explain the advantages of having a **selection** of Aladdin colors on hand, to save time and the inconvenience of making a journey to the store when in the midst of housework.

By pointing out this to the women who ask you for Aladdin, you can make the Cash Register ring louder. Have you tried it?



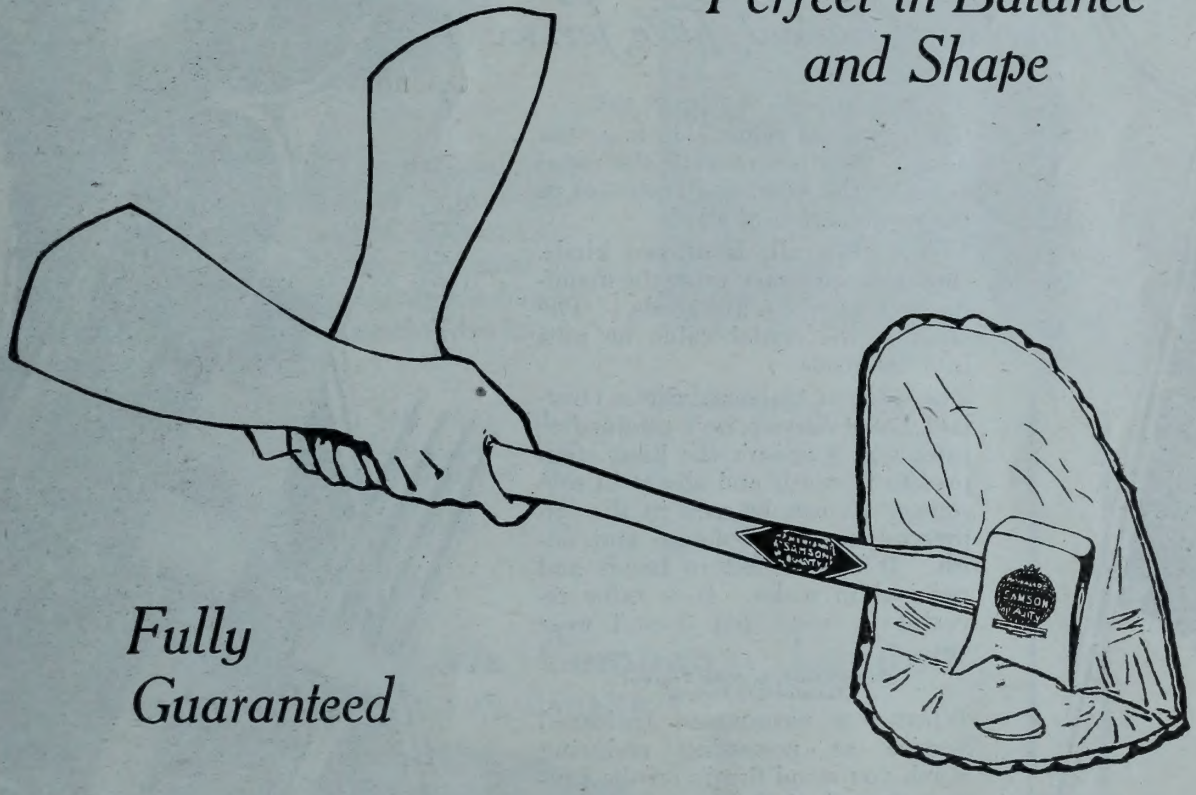
CHANNELL CHEMICAL CO., LIMITED
Distributors **TORONTO**

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SAMSON AXES

Unexcelled in Quality, Perfect in Balance and Shape



Fully Guaranteed

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

HOWLAND'S SAMSON QUALITY H.S.HOWLAND SONS & CO LIMITED TORONTO

HOWLAND'S SAMSON QUALITY H.S.HOWLAND SONS & CO LIMITED TORONTO

If interested tear out this page and place with letters to be answered.



UNIVERSAL

Silver Overlaid Table Service

Those who look at it may ask—"Where is its value? Is it in the design, the silver overlay, the metal beneath, the wearing quality—or in the combination of all?"

Value, after all, is of two kinds. One is the arbitrary value the manufacturer puts on his goods. The other is the actual value he puts into his goods.

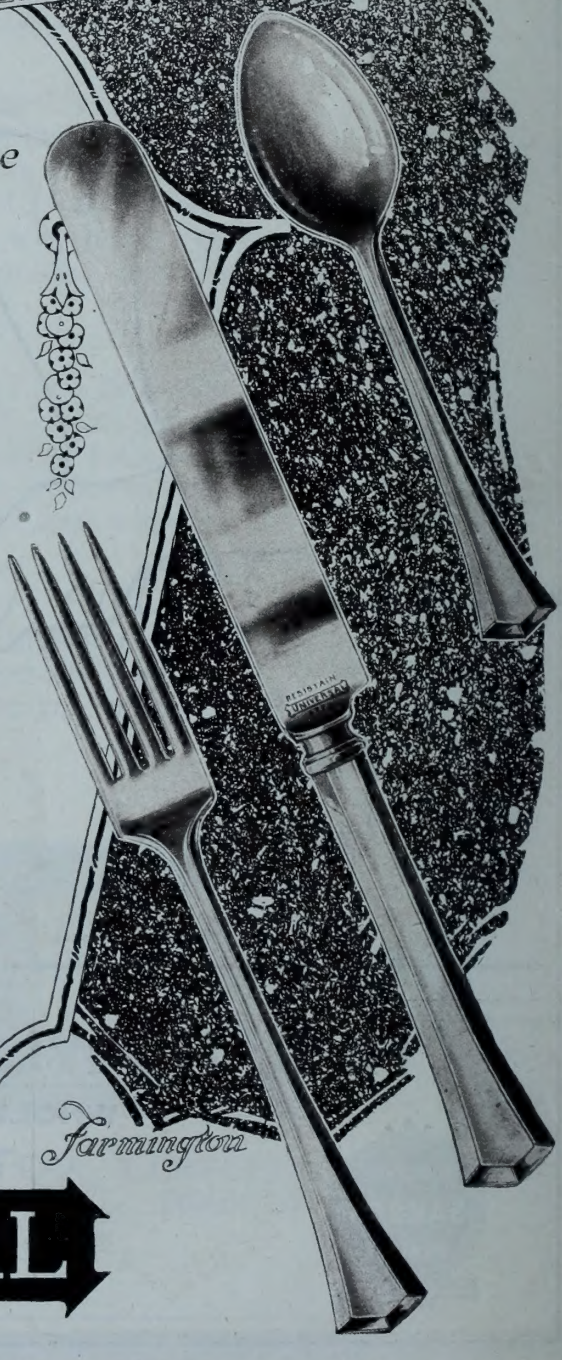
The value of Universal Silver Overlaid Table Service isn't confined to price tags. It isn't the kind often present in words and absent in substance. It can be seen in the impressive beauty of design and finish. It can be felt in hands and weighed in scales. It is value revealed by wear that doesn't wear out.

Guaranteed for Fifty Years of Satisfactory Service

When you recommend Universal Service as possessing enduring worth you stand firmly on the vantage ground of Truth.

Canadian Representative:
A. MACFARLANE & CO., LTD.
Montreal **Quebec**

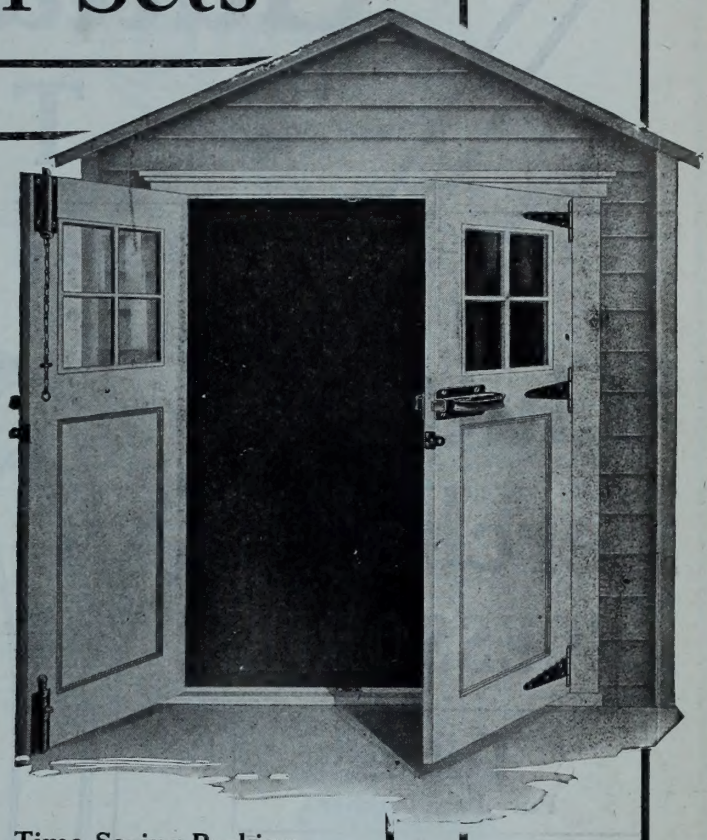
Landers, Frary & Clark
New Britain
Connecticut



UNIVERSAL

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UNIVERSAL
Garage Door Sets



How Many Autos Has Canada?

Every One Must Be Sheltered!

Canada will have four or five hundred thousand automobiles by the end of this year. About 70,000 will be built in Canada during 1920 and every car must be housed, which indicates continued heavy sales of Universal Garage Sets by hardware merchants.

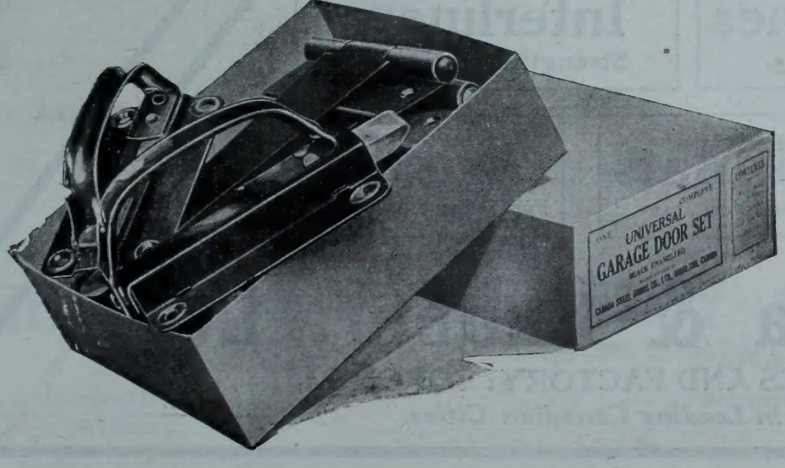
The Universal Garage Set offers **the lowest price on record.** Beautiful extra heavy hardware, the very best of its kind, finished in black enamel. Auto owners are favorably impressed with this set as soon as they see it.

Time-Saving Packing

3—Pair 8-inch Extra Heavy Tee Hinges.
1—No. 1055 x 6-in. Wrought Steel Chain.
1—No. 1056 x 6-in. Wrought Steel Foot Bolt.
1—No. 1240 Wrought Steel Door Latch. Bolt.

In a neat, strong box as shown, complete with proper sized screws. This set includes our famous No. 1240 latch, the most efficient and best selling latch on the market. The set weighs 10 lbs.; packed 6 sets to a case.

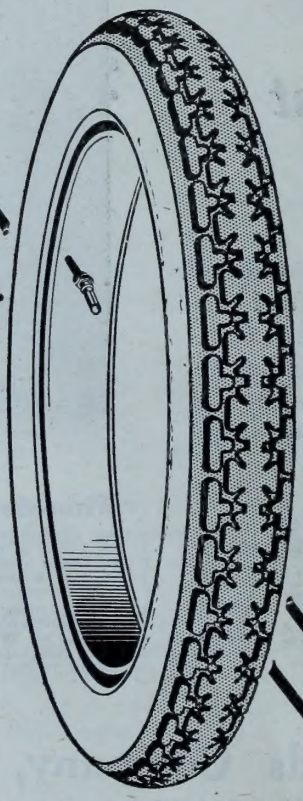
Canada Steel Goods Company, Limited
HAMILTON, CANADA



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"Gutta Percha" TIRES

"Gutta Percha" ACCESSORIES



Tubes
Pure Para Rubber

Ajax Patches
For mending tubes

Pedal Rubbers
Keep foot from slipping on pedal

Blowout Patches
Will save many a tire

Interliners
Strengthen weak tire

Running Board Mats
Prevent slipping and save wear on car

Weldacut
For filling cuts in tire treads

Dealers who realize the extraordinary record of satisfactory service rendered by "Gutta Percha" Tires will not hesitate to personally endorse them to their customers. Keep up your stock of "Gutta Percha" Tires — whatever else you do or don't do.

"The Tires that Give Satisfaction"

Gutta Percha & Rubber, Ltd.

HEAD OFFICES AND FACTORY: TORONTO

Branches in Leading Canadian Cities.

If interested tear out this page and place with letters to be answered.

We Have

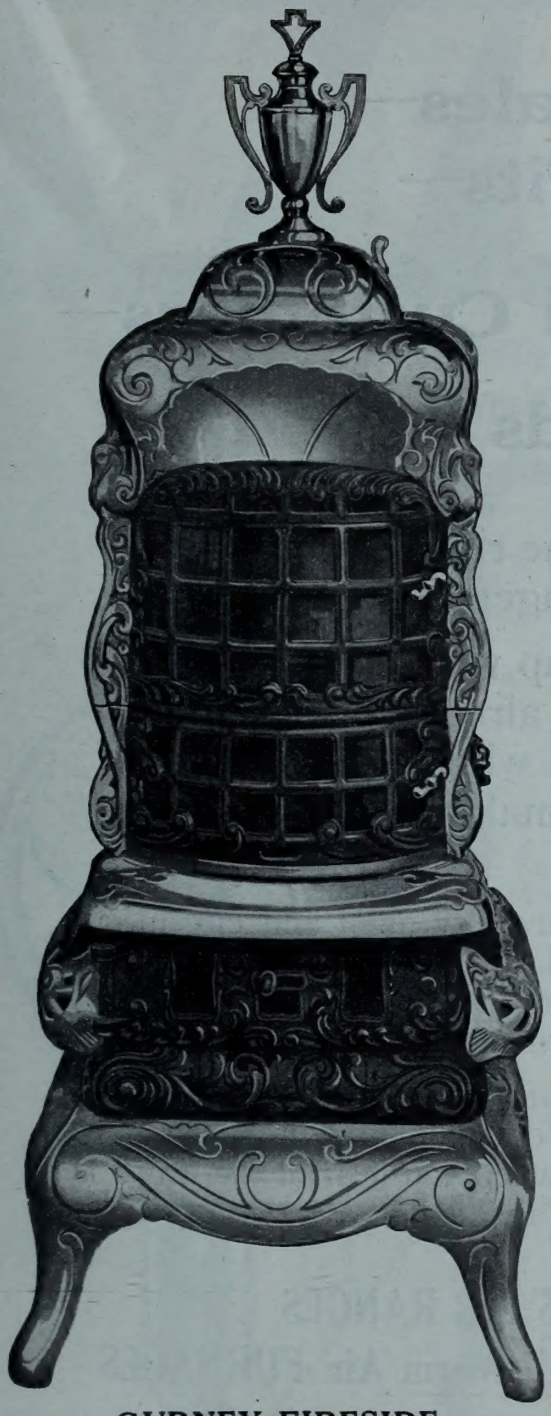
GURNEY

HEATERS

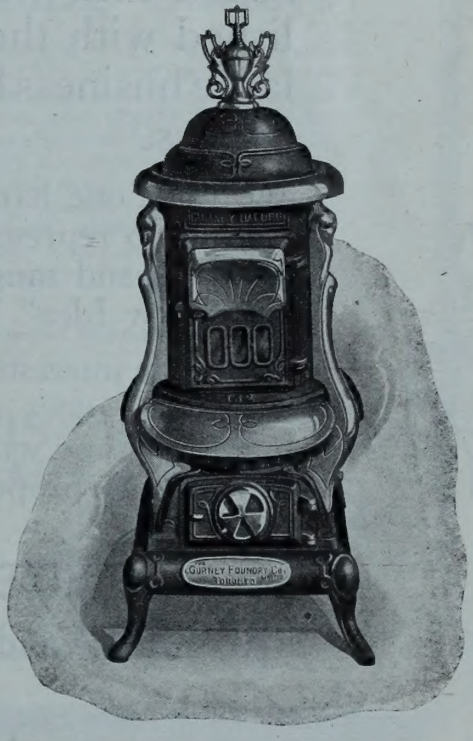
In Many Styles and Sizes

READY for SHIPMENT

Ask us all about them



GURNEY FIRESIDE
BASE BURNER



GURNEY OAK HEATER
(For COAL or WOOD)

THE GURNEY FOUNDRY CO., Limited

TORONTO - CANADA

Works : TORONTO
MONTREAL

Branches : MONTREAL CALGARY
WINNIPEG VANCOUVER

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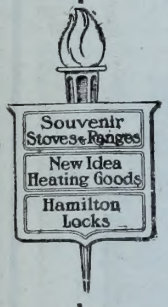
You Will Make

Quick Sales—
Big Profits—
and
Satisfied Customers—

Selling Our Goods

Furthermore—If you are the right man, we will appoint you our exclusive agent in your town.

Here's your chance to tie up with an old-established firm whose line is already well established with the public and who has built up a large business by means of making honest goods always.



We want one hardware dealer in every town and city in Canada to represent us in the sale of our "Souvenir" line of stoves and ranges, and tinsmiths to handle "Souvenir" and "New Idea" Warm Air Furnaces.

If you are interested, write us at once for particulars of our exclusive agency proposition. You will find it mighty interesting and will be delighted when you hear of the way in which we propose to back our agents up.

"SOUVENIR" STOVES and RANGES
"SOUVENIR" and "NEW IDEA" Warm Air FURNACES

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER, WINNIPEG, MONTREAL

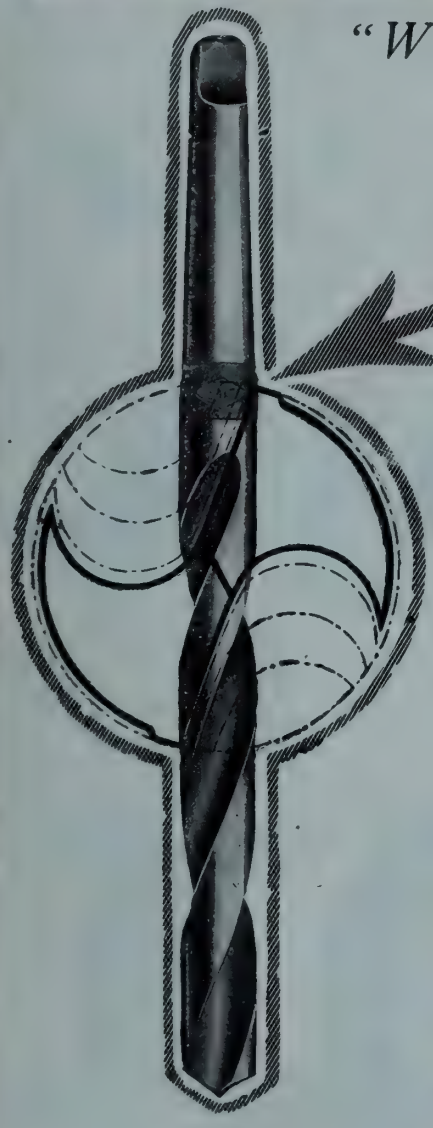
"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives:
F. C. Moore, 134½ Higgins Ave., Winnipeg
W. C. Chester, Hamilton Street, Vancouver

If interested tear out this page and place with letters to be answered.

WILT

"Where there's a WILT—there's the way"



High Speed and Carbon Twist Drills, Reamers and Milling Cutters

WISE DEALERS STOCK WILT TOOLS because they are made from the best of raw materials, chosen and inspected only after a most thorough investigation and test, scientifically inspected before being used, manufactured by the most skilful workmen in a factory equipped with all the latest and best mechanical devices, and because of the constantly increasing demand for WILT Products which has been brought about by the manufacture of quality tools. Every one of which is the embodiment of **Accuracy, Precision, Uniformity and Endurance.**

Ask us about the **Special Reamers** we are making for **Ford repair work.**

WILT TWIST DRILL CO.
OF CANADA, LIMITED
Walkerville - - Ontario

Trade WILT Mark

Ask your dealer or write him direct for our Catalogue "C."

HIGH SPEED AND CARBON TWIST DRILLS, REAMERS AND MILLING CUTTERS

If interested tear out this page and place with letters to be answered.

The Mark of Approval

LOOK for the Hubbell Trade Mark, for it will mean your approval as well as the manufacturer's.

Because it means standardized common-sense design; the use of raw material of the highest quality; and careful workmanship, accurate assembling.

This trade mark on any electrical specialty means that Harvey Hubbell guarantees the quality.

There is a handsome Catalog which shows the complete line of Sockets, Plugs, Receptacles, Etc. YOUR copy is HERE---why not ask for it?



HARVEY HUBBELL COMPANY

OF CANADA LIMITED

ELECTRICAL SPECIALTIES

TORONTO CANADA

HUBBELL REG. CAN. PAT. OFF.

If interested tear out this page and place with letters to be answered.

CONDULETS

Mogul Condulets—Big Wiring Chamber
A New Series



Type BU with 1-wire cover.



Type BUB with 7-wire cover.

MOGUL Condulets are designed to meet the demand for a Condulet having an unusually long cover opening so as to avoid kinking heavy wires or cables when pulling in or feeding through a conduit system. Furthermore these Condulets have a large wiring chamber for making splices or taps.

Mogul Condulets though liberal in their proportions do not materially affect the general outline of the conduit system. The hubs have integral bushings and tapered threads. Fastening screw holes are located at the ends of the cover opening.

Mogul Condulets are made in eight types, each type in eight conduit sizes ranging from one to four inches.

There are four sizes of composition and cast iron covers, each size being common to two sizes of Mogul Condulet bodies. The composition covers are made with from one to nine wire holes; also blank, which can be drilled by the user as required.

The cast iron covers are made in two types, with gasket or without gasket. The gasket is made of round rubber, cemented into a groove in the cover. The cover fastening screws are furnished with and secured to the cover.



Type BX with 2-wire cover.



Type BLB with blank cover.

CROUSE-HINDS COMPANY
of Canada, Limited
TORONTO, ONTARIO, CANADA

Condulets Panelboards
Knife Switches Floodlights
Guy Anchors



Type BC with 4-wire cover.



Type BBE with 9-wire cover.



Type BT with 3-wire cover.

Condulet the Job



Type BTB with 5-wire cover.

CROUSE-HINDS

If interested tear out this page and place with letters to be answered.



The Hall-Mark of Quality

The long standing reputation of C.G.E. Electrical Goods is a valuable asset to the Electrical Dealer.

It should be borne in mind that first cost is soon forgotten, but satisfactory service never.

C.G.E. Electrical Appliances are sold on a quality basis. Each one sells another.

This famous line comprises a wide variety of Electric Cooking and Heating Devices, every one of which is designed to fill a distinct need in the home.

C.G.E. Electrical Goods have come to be looked upon as criterions in their respective fields. It is because of this that we say, they are the "Hall-Mark" of good quality among electrical appliances.

Christmas, 1920 will be "Electrical." Are you prepared?

Canadian General Electric Co., Limited

Head Office - TORONTO

Branch Offices: Montreal, Quebec, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria

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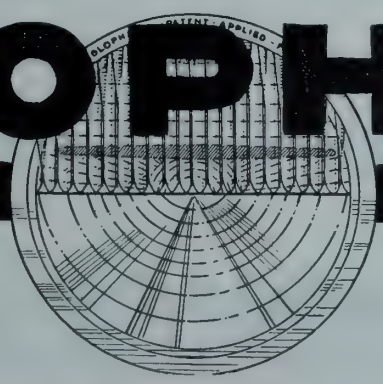
Which

Make of lens ought you to push? It is quite a problem, we know. Let us help you. We carefully investigated all the well-known makes. Our decision was Holophane, "the lens with the fin."

The Holophane lens is a triumph of engineering skill applied to automobile lights. The fin, or shelf extending backwards just above the bulb of the lamp, is obscured by a very smooth etching, which diffuses the upward light from the bulb that strikes the reflector and effectively prevents the bright filament from shining in the eyes of those approaching. In other words, the Holophane lens is designed to eliminate glare and still give you a light strong and powerful enough to make night driving safe and enjoyable—for both you and the "other fellow." The Holophane presents a smooth outer surface, another decided advantage.

The Holophane offers an attractive proposition, which our nearest Sales Branch will be only too pleased to explain.

HOLOPHANE

THE LENS WITH  **THE FIN**

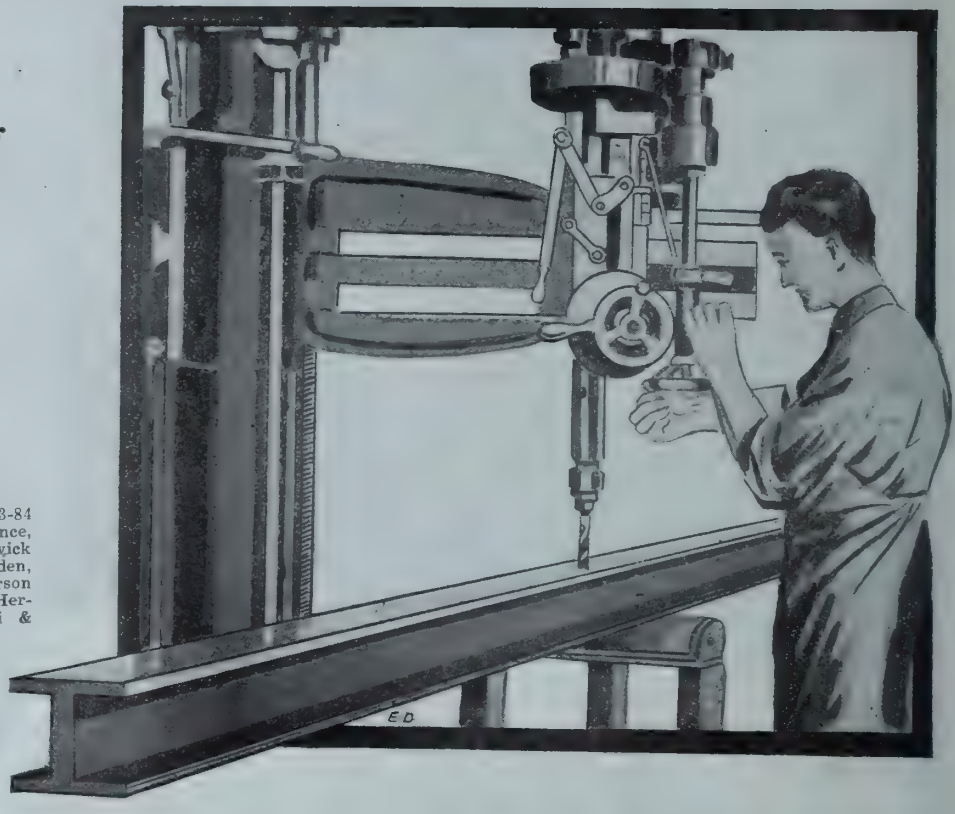
Canadian General Electric Company, Limited

Head Office: Toronto

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria

BUTTERFIELD

Accuracy
Fast Cutting
Reliability
Greater
Production



Foreign Representatives:

Great Britain: Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland: Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark: Ab. Sigfr. Anderson & Co., Malmo; Spain: Casamitjana Hermanos, Barcelona; Japan: Abe Kobei & Co., Yokohama; Greece: Stephen C. Stephanson, 11 Lycourgan St., Athens. Netherlands: Wynmalen & Hausman, Rotterdam; Australia: H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America: Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.; South Africa: H. Parker Wood, Cape Town, Durban and Johannesburg.

Tools That Build Hardware Tool Departments



It takes satisfied customers to build up any business—especially a hardware store tool department. Users of Butterfield Tools are satisfied customers. Because Butterfield Tools have served the buyer and the user well they sell easily. Because they sell easily they increase the turnover in the hardware store. Increased turnover means a greater profit for the year with a proportionately very much lower cost of selling and overhead. Because Butterfield Tools increase turnover and make permanent, satisfied customers, they definitely build hardware store tool departments.

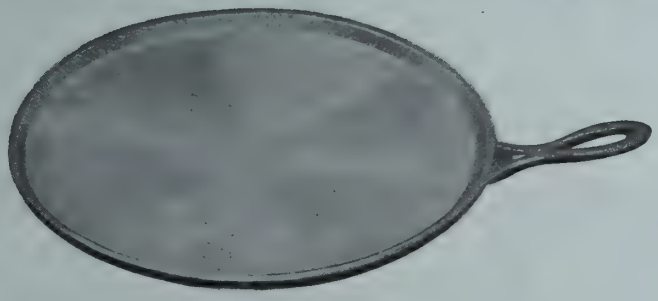


Butterfield & Co., Division
Union Twist Drill Company
Rock Island - Quebec

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CANADA
FOUNDRIES & FORGINGS
LIMITED

THE IRONWARE PEOPLE OF CANADA



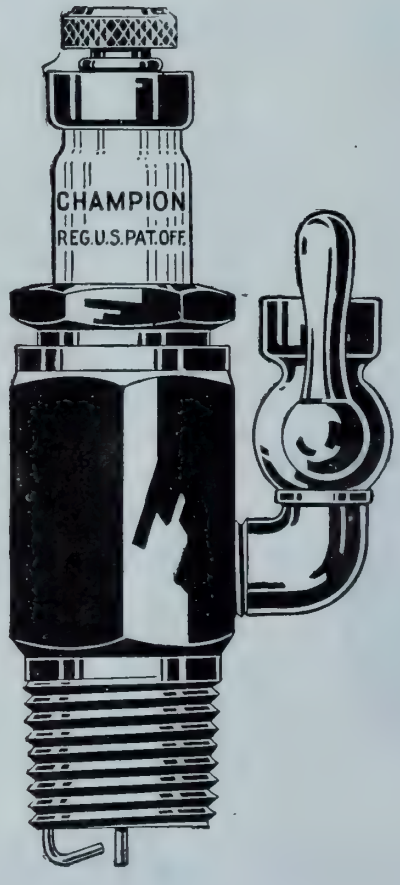


GRIDDLES, CHAUDRONS, SPIDERS, KETTLES, POTS, BOILERS

JAMES SMART PLANT
BROCKVILLE, CANADA

Champion

Priming Plugs



Champion Priming Plug

H-14 ½ inch
H-44 ⅞ inch-18
Price $1.50.

Insure the starting of a motor almost as easily in zero weather as in mid-summer.

One touch of the starter button—one turn of the crank, and the gas catches the spark and sets the motor spinning, even in the coldest weather.

Champion Priming Plugs insure this quick answer, because they place the gasoline right at the vital spot—the sparking point.

Champion Priming Plugs enable a driver to stop his engine when he stops his car, thereby conserving gasoline, and this saving alone amounts to considerable more in a season than the cost of the plugs,—besides they save useless wear and tear on starter and batteries.

Champion Priming Plugs are all equipped with our famous "3450" insulators, which have demonstrated their ability to withstand quick changes from intense cold to intense heat, without cracking or breaking.

You can increase your cold weather spark plug business if you have Champion Priming Plugs on hand for a better service to your customers.

Order to-day from your jobber.

Champion Spark Plug Co. Of Canada Limited

Windsor, Ontario

Largest factory in Canada making Spark Plugs exclusively and the only one making Champions.

116

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Story for Week Dated November 6, 1920 Being No. 30 in the series

Many Washings and Screenings For Eddy Co. Snow-White Pulp

THE sulphite pulp as it comes from the great digesters described in a previous article, goes into huge tanks made of Georgia Long Leaf Pine, and there the acid is drawn off, carrying with it all the resinous and ligneous matter from the wood. Immense quantities of water are sprayed steadily over the pulp, washing it with extreme thoroughness. Only the sticky liquid made by the acid in combination with the resinous residue drawn from the wood fibre escapes through the perforated bottom of the great tank. This liquid is a powerful adhesive, and is being used with success in making road surfaces, though only experimentally so far.

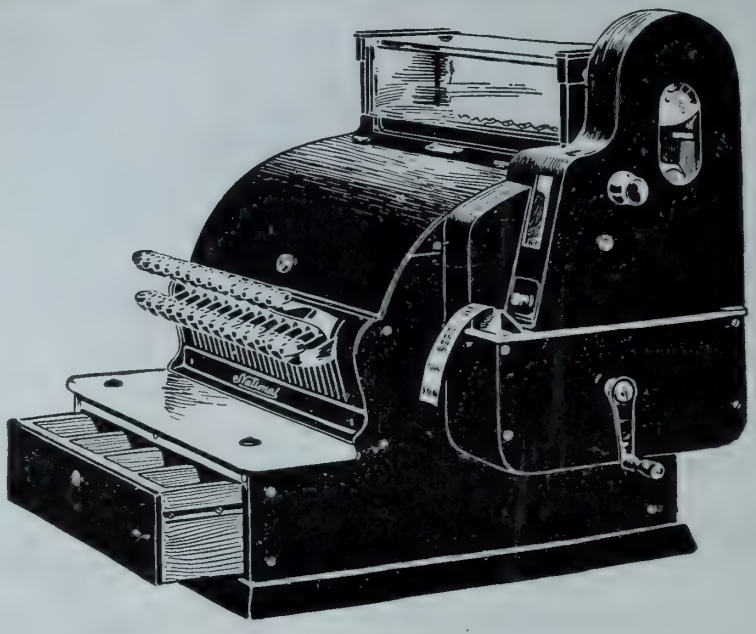
The wood-pulp, when it leaves the digesters, is known as "stock," and the first spraying of it with water in the tanks is called "tempering." It leaves the tanks after the tempering process and passes on amidst abundant water to the openers. These are screens which revolve at rapidly increasing speed in series, the last of them being the fastest and revolving thrice as fast as the first. They have the effect of freeing the fibres of the wood-pulp, and making them ready for the paper-making processes that follow. From the centrifugal screens the pulp proceeds to fine flat screens, getting whiter and more substantial in texture as it progresses, and much more like paper. In all these processes scarcely a particle of valuable wood pulp is lost, for every drop of the washing passes through the "save-all," which with fine aluminum screens retains all workable wood fibres and reduces waste to a minimum.



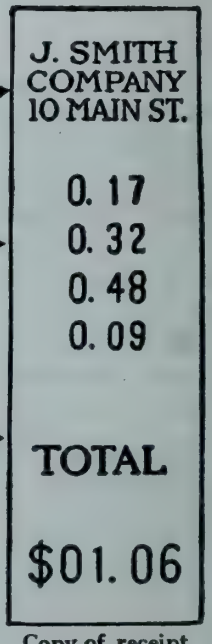


If interested tear out this page and place with letters to be answered.

This machine does what no other receipt-printing cash register can do.



1. It prints the merchant's name.
2. It prints the price of each article.
3. It adds the items.
4. It prints the total of all items.
5. It retains added and printed records.



Copy of receipt printed for each customer

It also does other important things for merchants, clerks, and customers.

We make cash registers for every line of business

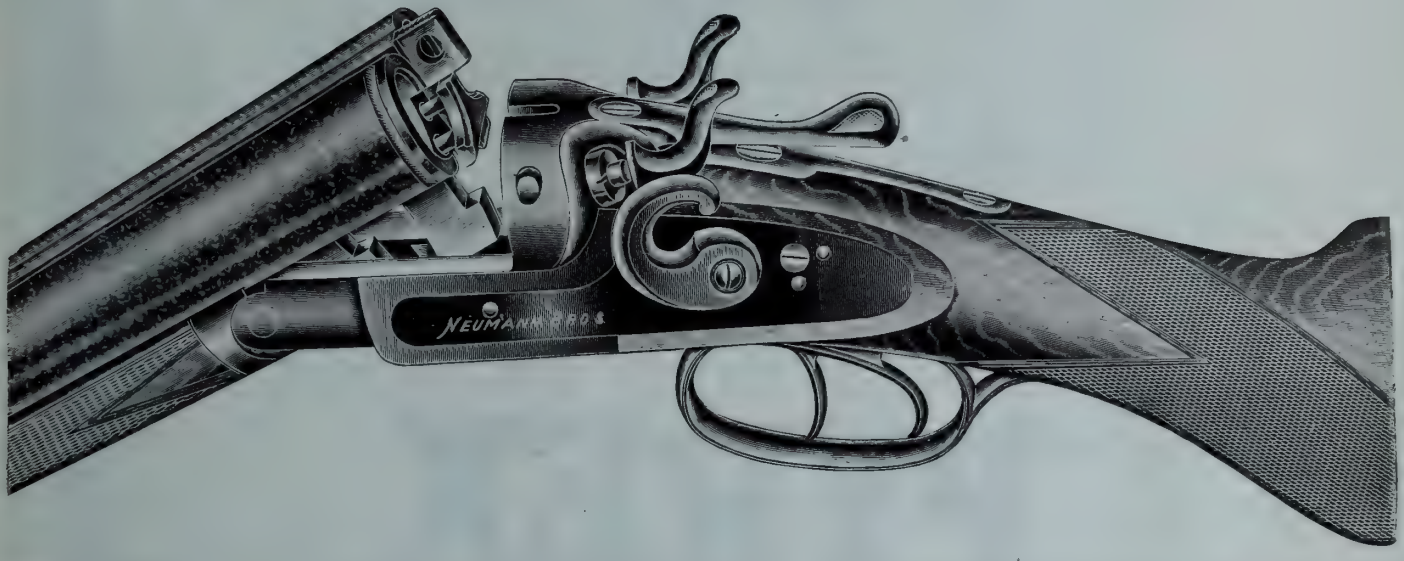
NATIONAL CASH REGISTER CO.

OF CANADA LIMITED

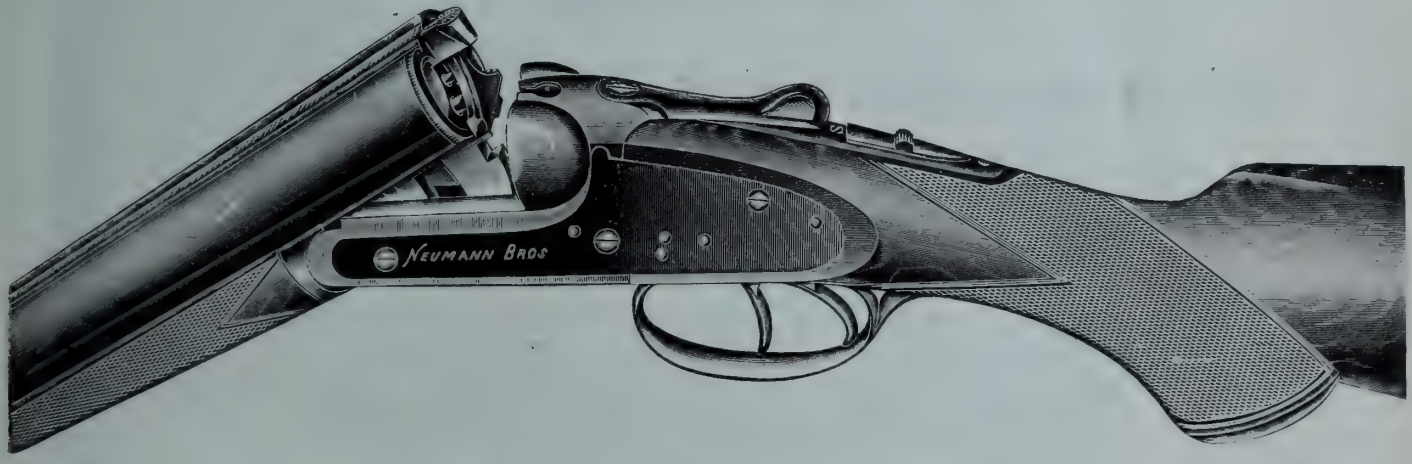
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JUST RECEIVED

NEUMANN FRERE CELEBRATED BELGIAN GUNS



No. 1700. Fine Damascus finish steel barrels. Case hardened frame, triple bolted, including Greener pattern cross bolt, 12 gauge.



No. 114. Best rolled blued steel barrels, case hardened frame, automatic safety, single bolt, 12 gauge.

CAVERHILL, LEARMONT & CO.

MONTREAL

If interested tear out this page and place with letters to be answered.

EVERY day is Gift Day in your store when you sell PYREX.

Display PYREX—insets and single pieces—and you'll be surprised what a year-round trade you'll attract.

Leading manufacturers of metal mountings have adopted PYREX for their standard insets.

There's a big demand for PYREX—plain or engraved. Place your order early to insure delivery.

PYREX

TRANSPARENT OVEN DISHES

Sell Themselves

PYREX is nationally advertised.

PYREX is guaranteed.

Jobbers handling housewares have complete stocks of **PYREX**.

Genuine **PYREX** is guaranteed by the name stamped in every piece.

A booklet "How to Sell More," will be posted to buyers and salespeople free on request.

Pyrex Sales Division

CORNING GLASS WORKS

World's Largest Makers of Technical Glass

559 Tioga Avenue, Corning, N. Y.



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PROFITS COME FROM A LARGE NUMBER OF AVERAGE SALES

Nothing stirs up excitement like a "big" order. You mean to give service to everybody, but the "important" customer gets special attention.

Yet real profits come from a large number of "average" sales.

The problem in business today is *volume*—how to keep them coming—how to hit along on all six cylinders—to get the full value out of the gasoline you're buying.

These are days to comb your territory thoroughly. Don't say "he's not my customer" until you're positively sure.

Take screw-plates, for instance. In every shop where machines are made or used, there's threading repair work to be done.

Every one of these shops is worth calling on. Each should have an emergency screw-plate set for repair work as well as a pipe stock and die outfit.

See the right man—machinist or superintendent—explain the saving of the GTD line of fine threading repair tools to him.

For every twenty-five prospects you ought to make at least fifty good sales not counting the other business they lead to.

Remember, too, that a screw-plate set means not only other business but also repeat orders for additional taps and dies as they are needed to replace those worn out or lost.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO
Successors to
WELLS BROS. CO. OF CANADA, LIMITED

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

Send for our No. 40 catalog (pocket size) and other information about GTD tools. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.

GTD
Corp. of Canada, Limited, Galt, Ontario

Send latest No. 40 catalog and put my name on your mailing list to receive information about your threading tools whenever issued.

Name of person _____

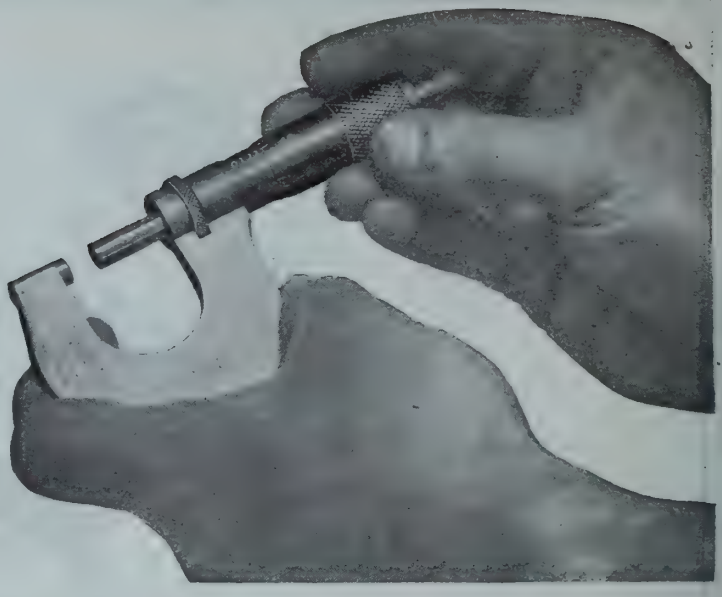
Firm _____

Address _____

_____ H. & M. 222

If interested tear out this page and place with letters to be answered.

Their *working points* are the best talking points of Starrett Tools.



Sell Starrett Tools

Machinists appreciate better than anyone else the mechanical features of a good tool. That's why it's best to use the working points of Starrett Tools to "clinch" a sale.

Suppose you're selling a Starrett "mike". Let your customer see how easily he can adjust it to take up wear. Have him use the "mike" to caliper a reamer or some other tool. He'll find out in a few seconds how useful the ratchet stop is.

Call his attention to the Starrett lock nut, and show him how the "mike" can be used as a fixed gage. And remind him that no matter what sort of micrometer he needs, he can find it in the Starrett line.



Every Starrett Tool you sell is a builder of future business. Starrett national advertising, backed by the Starrett reputation, is constantly bringing you new buyers, and Starrett quality makes them steady customers.

You'll find some good sales tips in "The Tools Mechanics Buy". Write for as many free copies as you need.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

42-114

If interested tear out this page and place with letters to be answered.



Show SAVAGE Now

The Christmas Buyer is looking for advertising—he wants to be sold.

A strong window display at this season will convince him that a Savage Automatic makes a first rate gift.

We have anticipated this in our general advertising, as above reproduced, and right now a Savage window display in your store will show the many readers of this Ad. where to go.

Follow this up, and get your Christmas business.

Show SAVAGE Now

SAVAGE ARMS CORPORATION

UTICA, N.Y.

SHARON, PA. **CHICOPEE FALLS, MASS.**

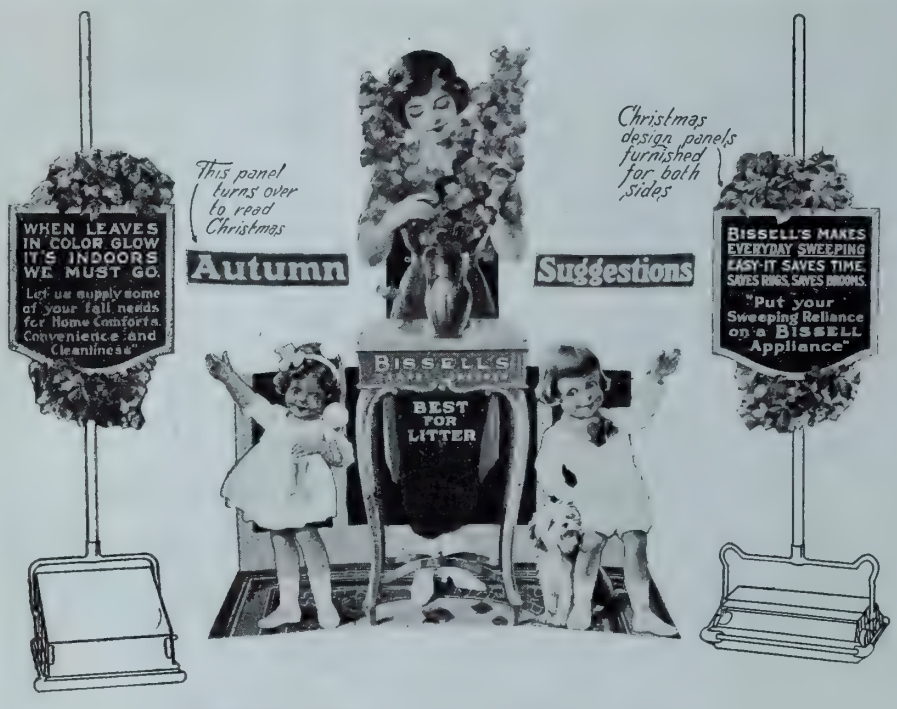
Executive and Export Offices—50 Church Street, New York

Owners and Operators of

J. Stevens Arms Company, Chicopee Falls, Mass.

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"Twin" Display Free with Bissell Sweepers



Interchangeable for Fall and Holiday Use—4¼ feet high by 6 feet long

Don't Delay Fall and Holiday Orders Longer —Freights Are Slow and Sweepers Staple —Always a Popular Gift

BISSELL CARPET SWEEPER CO.
of Canada, Limited, Niagara Falls, Ont. (Factory) and
GRAND RAPIDS, MICH.

OLDEST AND LARGEST SWEEPER MAKERS

ALL STEEL ANVILS

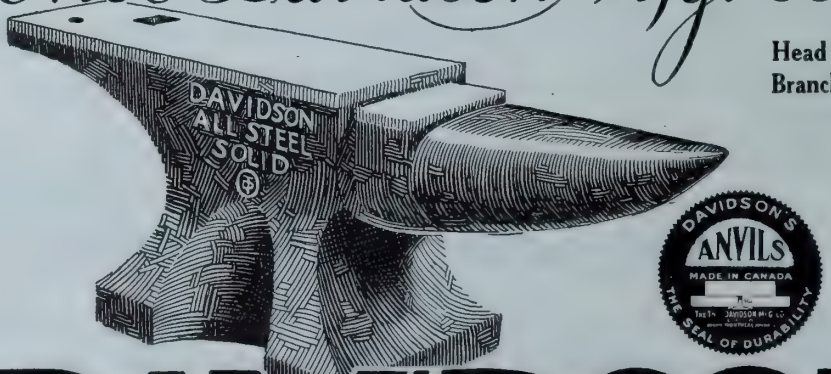
We shall be glad to supply, in addition to our General Catalogue, literature on

Steel Castings	Lithographed
Galvanizing	Ware
Wire Goods	Enamelled
Stoves	Signs

The "Davidson" anvils are ALL STEEL and are made of material particularly adapted for the purpose by special process developed in our Steel Foundry. The faces of "Davidson" anvils are dead true and of the proper hardness; they ring clearly and are guaranteed to give the maximum amount of service.

Prices on application.

The Thos Davidson Mfg. Co. Limited



Head Office: Montreal
Branches: Toronto, and Winnipeg

Steel Foundry Division:
Lachine Canal, Turcot

DAVIDSON

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The Pexto Exhibit

The 1920 Canadian National Exhibition at Toronto is now but a memory and those who had the privilege of visiting the **PEXTO** display will long remember the exhibit as one of the most complete tool displays shown.

For the benefit of those who were unable, for any reason, to take in the Exhibition, we are glad to reproduce our display as above.

The illustration shows, to some extent, the wide variety of the **PEXTO LINE,** which includes—Braces—Chisels—Drawing Knives —Squares—Hatchets — Hammers —Pliers—(box-lap and slip joint) Wrenches — Pruning Shears — Snips—and many other lines. The largest line made by any one manufacturer.

Let us send you a copy of our No. 20 Catalog, which describes in an interesting manner, our complete line of Mechanics' Hand Tools and Builders' Hardware.

We also manufacture a complete line of Machines and Tools for Sheet Metal Work. If interested in this line send for our 20A Catalog.

Pexto Goods can be obtained through representative Canadian Jobbers.

W. K. Hughes, 140 Beech Avenue, Toronto, Ont.,
Canadian Representative.

The Peck, Stow & Wilcox Company

Southington, Conn. **New York City** **Cleveland, Ohio**

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THE SECRET

of the success of

P x H and IMPERIAL FILES

is told in one line.

"They cut faster and wear longer."

Be File-Wise.

Ingersoll File Company, Limited.

John Morrow Screw and Nut Co., Limited,
Sole Distributors,
INGERSOLL, ONTARIO.

P x H

IMPERIAL

INGERSOLL

"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.



A turn of the cap does the trick that saves time, labor and Drill Points This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

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Two Points of "Falcon" Superiority

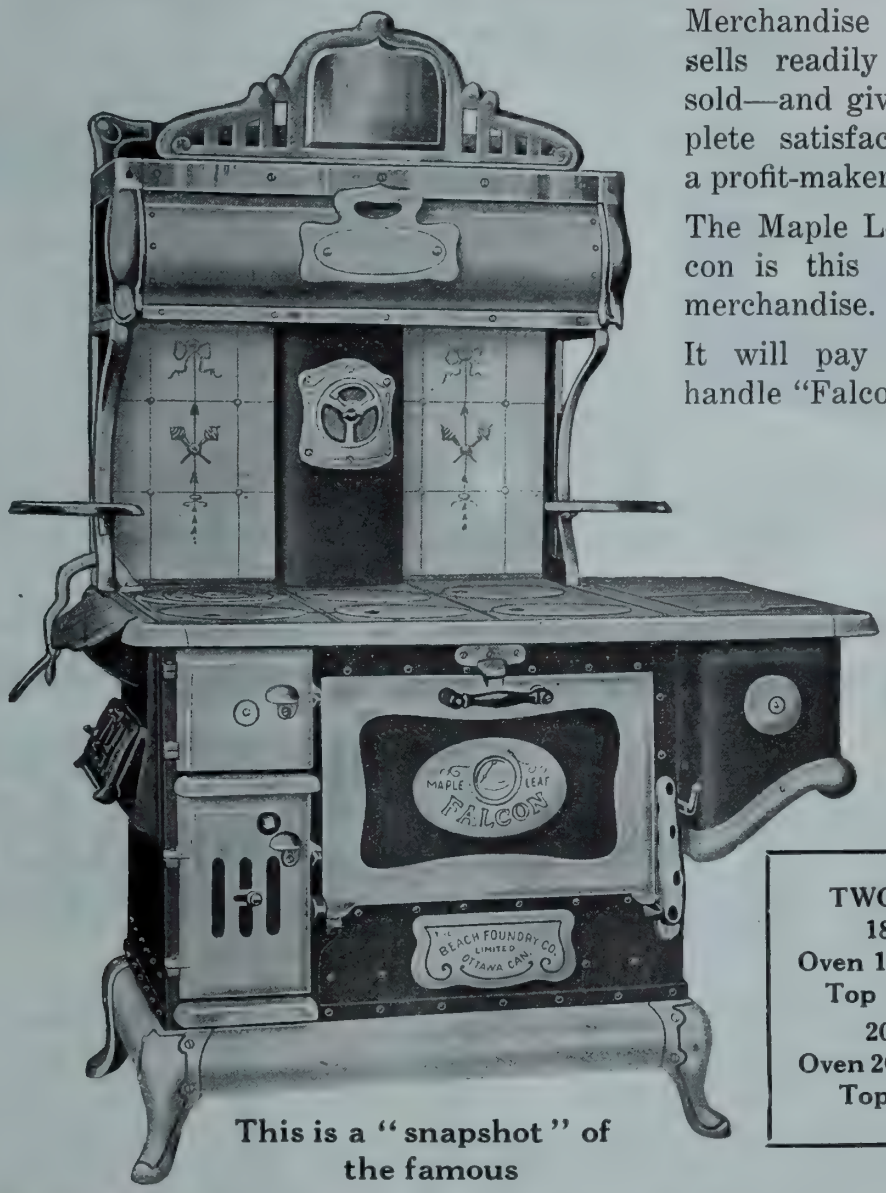
Efficiency for the Kitchen

Modern conditions demand efficient machinery in every line of endeavor.

The Falcon is the best cooking machine made.

It brings the kitchen absolutely up-to-date.

Pertaining to the Maple Leaf Falcon Range



This is a "snapshot" of the famous

Profits for the Dealer

Merchandise that sells readily — stays sold—and gives complete satisfaction—is a profit-maker.

The Maple Leaf Falcon is this kind of merchandise.

It will pay you to handle "Falcons."

Ask for full lists of Stoves and Ranges with latest prices.

TWO SIZES
18 inch
Oven 18x19x12½
Top 43½x27
20 inch
Oven 20x19x12½
Top 45x27

Maple Leaf Falcon Range

With reservoir and special warming closet. With its artistic design and heavy, smooth nickel trimmings it is especially attractive.

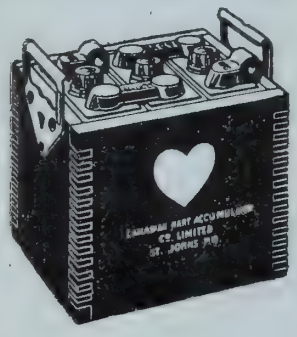
Beach Foundry, Limited

Broad Street, Ottawa Pacific Avenue, Winnipeg

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Hart Batteries

Dealers who handle Hart Batteries have the double satisfaction of making big profits and pleasing their customers. The Hart Battery has a long record of satisfactory service under the most difficult conditions. They are part of equipment used by the British Admiralty in submarines — the severest test known.



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We maintain a repair department in charge of battery experts where work will be done at moderate cost, allowing a margin of profit for you. Prepay your batteries to us. Estimates will be furnished before work is undertaken, if requested.

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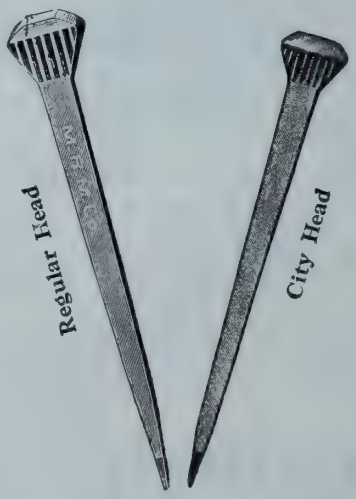
Established 1862

PRICE LIST

"M.R.M." BRAND

HORSE SHOE NAILS

Number	Lengths	Price per box (25 pounds)
3	1⅝ in.	$20.00
4	1¾ in.	10.00
5	1 15/16 in.	5.25
6	2⅛ in.	5.00
7	2 5/16 in.	4.75
8	2½ in.	4.75
9	2 11/16 in.	4.50
10	2⅞ in.	4.50
11	3 1/16 in.	4.50
12	3¼ in.	4.50



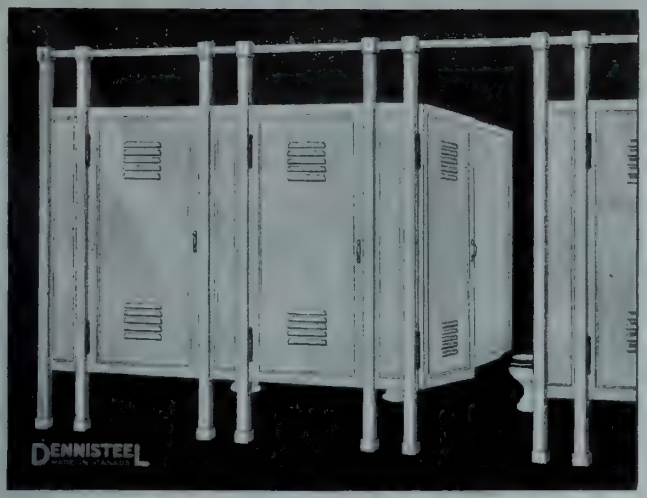
Blacksmiths are now demanding "**M.R.M.**" Horse Nails. They are made from the best material obtainable. They drive well and hold after they are driven.

Liberal discounts allowed off above list prices to Merchants handling "**M.R.M.**" Nails.

The Montreal Rolling Mills Co.

MONTREAL, CANADA

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We Also Make :

Steel Lockers, Cabinets, Shower-Baths, Dressing Rooms, etc.
Ornamental Iron and Bronze, Commercial Wirework of all kinds.
General Builders' Ironwork.

HALIFAX
MONTREAL
OTTAWA
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Specialists—Both Of Us!

You are a specialist above the rank and file of your trade. Why? Because you concentrated your brain power.
We have concentrated our institutional brains on

DENNISTEEL
Made in Canada

LAVATORY COMPARTMENTS

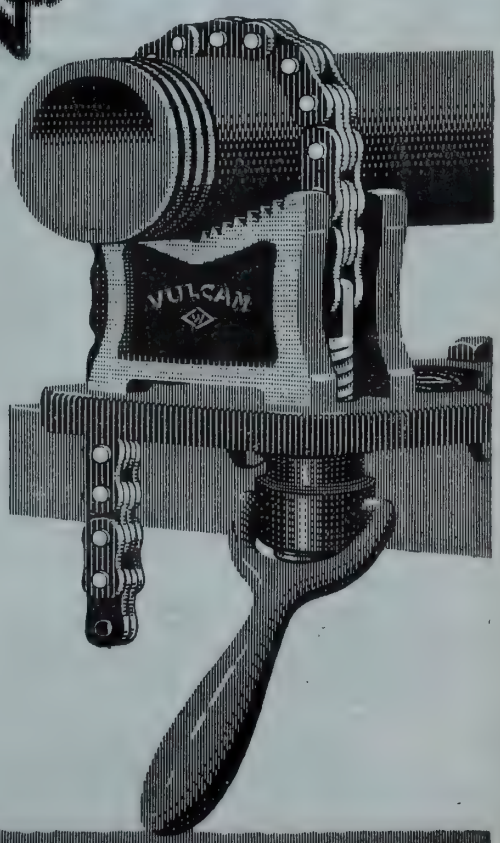
"Hygienic—Fireproof—Non-Markable."

We are the only specialists in Canada who make this important sanitary equipment.
See that Dennisteel Lavatory Compartments are included in your next contract for a school, factory, industrial plant or a public building.
They can be enamelled to harmonize with the most elaborate fixtures or decorative effects.

Write for Folders

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON

WILLIAMS' "VULCAN" DROP-FORGED CHAIN PIPE VISE



30 *vs.* 60 lbs.

WHEN comparing Williams' "Vulcan" Drop-Forged Vise with cast vises of the conventional yoke design, bear in mind the fact that even in the No. 4 "Vulcan" for 8-inch pipe and fittings, the weight is only 30 pounds. The cast tool of the same capacity weighs at least 100 per cent. more and its cost is much greater.

Three sizes for ⅛ to 8-in. pipe. Booklet on request.

J. H. WILLIAMS & CO. LTD.
"The Drop-Forging People"
ST. CATHARINES - - ONTARIO

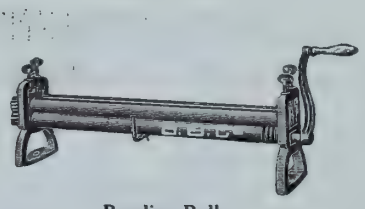
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Are You Using Up-To-Date Tools In Your Shop?

Or are you losing time, money and contracts, while your highly paid mechanics spend valuable time repairing old, worn-out machines. Modern tools mean greater production, which is the only way to combat high labor costs.

Our line comprises all kinds of light and heavy Sheet Metal Working Tools, including Power Presses, Shears, Brakes, Bending Rolls, etc., etc.

Ask for Catalogue No. 26. It will convince you.



Bending Rolls



Tin Folder



No. 22—Circular Shear

The Brown, Boggs Company, Limited

HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery

TRADE YALE MARK



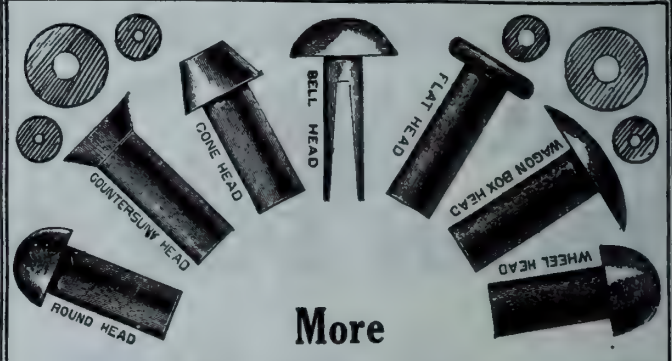
Behind YALE Padlocks

and every other "Yale" product—Yale Night Latches, Door Closers and Builders' Hardware is the modern Yale plant at St. Catharines, Ontario.

Up-to-the-minute manufacturing methods, sound designing and construction practice, and the rigid Yale inspection system, make certain that every Yale product is fit for the purpose for which it is intended.

The trade-mark "YALE" on the product is our guarantee that it is.
'The trade-mark 'YALE' helps make the sale."

Canadian Yale & Towne Ltd., St. Catharines, Ont.



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
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Wire Nails
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Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.



The Parmenter & Bulloch Co., Ltd.

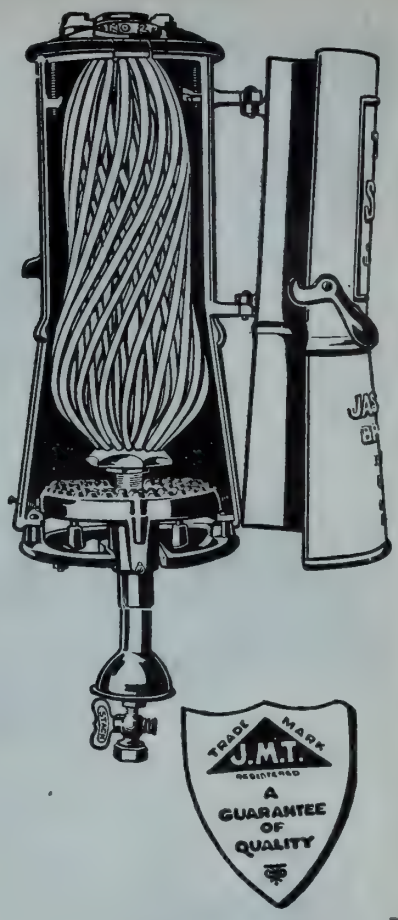
CANANCQUE, ONTARIO

John R. Anderson, 36 Dixier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

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Saves Gas, Money, Time and Labor

STACK HEATER

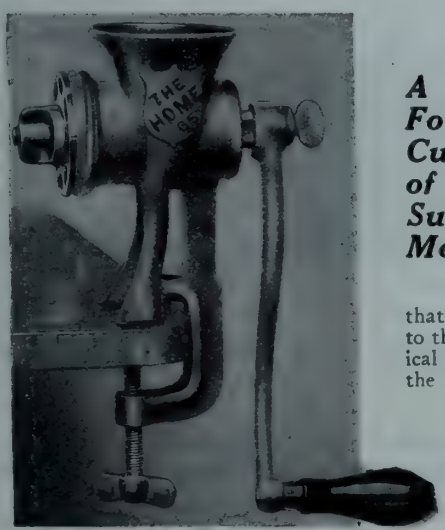


The many satisfied users of the Stack Gas Water Heater offer convincing proof of the efficiency of this popular heater. The water heats quicker with less gas, due to the network of small pipes, which naturally heats water quicker than one large pipe. Explain this to your prospects and you will find it easy to close sales.

Send for a Stack Heater display card.

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A Food-Cutter of Superior Merit

that sells easily to the most critical customer—the

Maxwell

"HOME 65"

QUICK—CLEAN—WATER-TIGHT

Open-end cylinder makes it easily cleaned.
Cuts any kind of Food.

Home 65: Family Style. Home 55: A Smaller Model
Made in Canada—Superior to any imported

Write for Proposition.

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Fully Guaranteed



Made in Sweden from the finest Swedish Steel. Every Razor sent out by the Swedish Steel Forging Co., bears the trade mark "SSA." It carries a guarantee that the quality and workmanship stand for all that is best and select in the highest class Razors.

Write for Prices to-day.

Canadian Agent:

F. W. Lamplough & Co.

46 Alexander St., Montreal

Manufacturer

Swedish Steel Forging Co.

SWEDEN

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EMBOSSED SHEET METAL LETTERS AND FIGURES, ALUMINUM AND BRASS

Eight styles, seven finishes. The 3" size figure used all over the country for numbering houses. Both letters and figures put up in Compartment Boxes, for display. See catalogue.

We also make Harness Specialties, Dog Hardware, Builders' Specialties, Tool Checks, Metal Signs, etc.

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MENDS HOLES IN POTS AND PANS



Stop that Leak

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At your jobber's, or

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(Owning and Operating Vol-Peek Mfg. Company)

Wentworth Mfg. Co.

Hamilton, Canada

Owned and Operated by

E. T. Wright Co., Ltd.

Aluminum Ware
Brass Ware
Copper Ware



Aluminum Straight-Covered Sauce Pan

Write for our latest catalogue of Xmas Specialties.

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A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg



4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

"Alloyed in Canada under the world-famed Stanley Process"

Lionroyal

We warrant that no other Babbitt at the price will perform as well in so many different classes of bearings, and are ready to prove this in any case by trial installations in competition with any metal of its type.

The Dependable
BABBITT



Made in Canada

BRITISH SMELTING & REFINING COMPANY LIMITED

MONTREAL and LONDON, ENGLAND

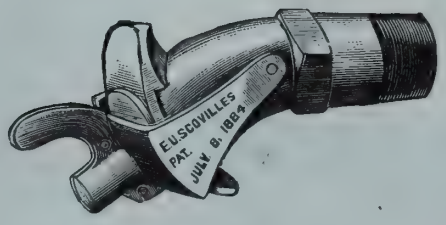
For General Service

Oil and Molasses Gates

Thoroughly Tested

These gates are made entirely in our own factory, on machines designed and erected by ourselves for this special purpose, and the utmost care is exercised to provide against any defects in material and workmanship.

All gates are thoroughly tested before leaving our works and nothing but perfect goods are sent out.



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Our Prices will save you money, and we can make prompt deliveries.

Adamson Manufacturing Co.

Hamilton, Canada

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Safety Razor

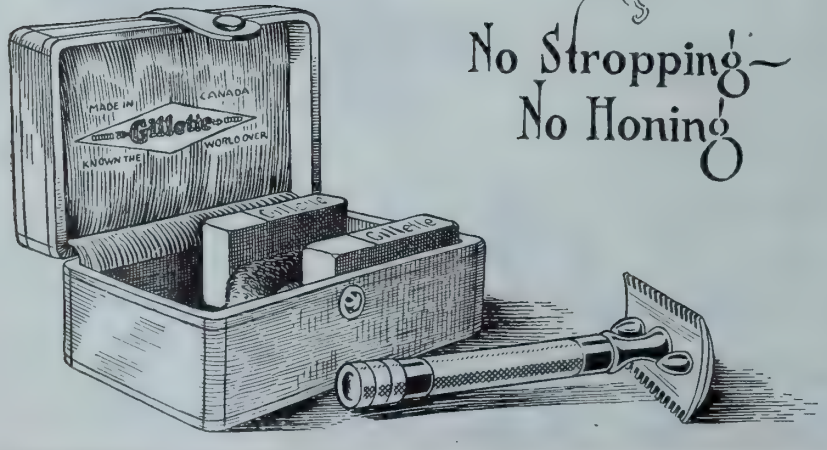
Don't miss a single sale this Christmas.

They will ask you for "The Big Fellow." It has made good.

They will ask you for the "Standard," the Pocket Editions and the Combination **Sets**, too. They have stood the test of time.

Be sure your assortment is complete.

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TRADE Gillette MARK
KNOWN THE WORLD OVER



No Stropping—
No Honing

AND HOW ARE YOU ON BLADES ?

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, NOVEMBER 6, 1920 No. 45

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ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager.

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Brands of world-wide reputation

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Manufacturers
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INGOTS—SHEETS

of all descriptions

IRON and STEEL

covering all forms of finished material.

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560 St Paul St. West
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Smith's "Double Quick" Jacks

Small and compact, Smith's jacks combine lightness with strength. Due to the double action, either lifting or lowering on every stroke of the handle a double speed is obtained. They are easily operated in the most difficult circumstances and are in demand everywhere. The mechanism is enclosed and every one is tested and fully guaranteed.

Ask your jobber for

Smith's British Made Auto Accessories

HYNDMAN SMITH COMPANY

248 St. James Street, MONTREAL

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, NOVEMBER 6, 1920 No. 45

Conditions Require Cautious Merchandising

Basic Principles of Hardware Business Are Sound—Nervous Tendency Among Buyers Until More Normal Level is Reached—Real Test Will Then Come—Credits, Collections and Stock Should Be Watched Carefully

AN analysis of business conditions now prevailing in Canada indicates that the underlying principles, particularly insofar as the hardware trade is concerned, are sound, but that the temporary condition which now prevails calls for the most cautious merchandising. Drastic price reductions in some lines of merchandise have resulted in creating a nervous tension among buyers, both consumers and retailers, and this tendency will not be permanently offset until there prevails a confidence that prices have reached a somewhat normal level.

In the process of deflation some merchants may find it necessary to sacrifice stocks at cost or even at a loss in order to keep business moving. It is likely that this course will be followed only under pressure of circumstances and economic laws. The real test of the situation, as is pointed out by one authority, will come when retailers have disposed of present supplies and have an opportunity to test out the consuming demand on a lower price basis.

With particular reference to the hardware trade it must be kept in mind that the firmness of hardware prices as a whole has tended to discount the ill-effects on this trade of the situation described. It has been suggested that owing to this firmness, combined with the recent scarcity of hardware commodities, the hardware dealer would be one of the most likely to be deceived into thinking that present conditions held no dangers for him. However, the very scarcity of these commodities lessens the likelihood of the hardware dealer becoming overstocked and caught in a drastic price reduction campaign.

Generally speaking, the hardware trade seems to be favored under present conditions. There is a shortage of goods throughout all branches of the trade; hardware is a necessary line and in many cases dealers appears to be carrying no more than a well sorted stock. The advantage which this condition offers is evidenced by the manner in which the hardware trade is meeting its obligations and in the fact that while business failures are heavy in many branches of trade there has not been a single hardware failure in Ontario for some time, and this general tendency is said to exist in other parts of Canada as well. However, despite this condition, it is by no means amiss to sound a note of warning that hardware dealers should watch their business closely, restrict credit, take means to collect outstanding accounts and maintain a well sorted stock in order to keep the machinery of business in motion and endeavor to instil confidence in the minds of their customers.

Buyers Should be Cautious

Discussing the business outlook with the head of a large Toronto wholesale hardware firm, the advice was given that buyers should be cautious, but to carry a stock which will enable them to take every advantage of all available business. It was also advised that dealers watch their accounts and restrict credit particularly in view of possible unemployment, strikes, etc., though this condition might be much more in evidence in respect to the grocery and other trades than in hardware.

"Hardware requirements are not being met to-day by stocks in the hands of retailers, wholesalers or manufacturers," said this official. "There has been a temporary slackening in general buying because of a tendency toward lower prices. There may be a further slackening of prices before buying will commence. Then there will be another check and another resumption of buying. This may be repeated several times until manufacturers feel safe in carrying a large stock, with which they will be able to meet immediate requirements. Manufacturers are not doing this to-day, they are buying materials from hand to mouth, though some of them, notably in the leather industry, bought heavily in raw materials and will be forced to take a loss."

Bigger Business Than a Year Ago

Reviewing the general situation this official pointed out that his firm's business for the past month was greater in value than that of the same period one year ago. Of course, this took into account the increased value of most commodities. He was of the opinion that the sale of the Western crop would greatly increase buying power in the West and be reflected all through the country, insofar as the effect of easier money on building and other industrial interests was concerned.

Aluminumware and Sheet Metal Manufacturers Are Busy

The credit manager of a Toronto wholesale hardware firm points out that while the hardware trade has been particularly favored in respect to credits and collections, particularly insofar as building materials are concerned, it is unwise to relax efforts to watch these matters closely. The wise merchant will curtail credit accounts at all times, but more particularly should he do so when pressure is brought to bear on his business by the financial institutions of the country as at present. As to the future trend, it was thought by this official to be a good sign that manufacturers of many hardware lines were very busy at present, notably in aluminumware and sheet metal. The great activity in the case of aluminumware is thought to be significant owing to the costs of such goods as compared with other lines serving much the same purpose.

Meeting Obligations Promptly

The fact that collections are good and that a very satisfactory volume of business is being transacted despite the tendency on the part of some retailers to hold off bookings for spring, was mentioned by the head of another wholesale hardware firm as an indication that hardware business is sound, though warning is given that good attention to stocks,

credits and collections will be required to maintain this condition in the face of the uncertainties which lie ahead. This official pointed out that in the case of two hundred city accounts, not ten per cent. of them were in arrears—a normal average. This general condition was also said to prevail in most districts outside the city.

Restrict Credit With Tightening of Market

This firm has followed the policy of restricting credit simultaneously with the tightening of the market. The 30-day basis has, of course, been the rule for some time, the 90-day basis now being the exception. Similar treatment of credit accounts was suggested for adoption by retailers.

As to the prospect of lower prices on hardware lines, this official pointed out that while undoubtedly hardware commodities would reach lower levels than at present, the deflation would be possibly 5 per cent. at one time, 7½ per cent. at another time, and so on, in no greater measure than could be readily absorbed in ordinary business routine. He pointed to the firmness of most basic products, though indicating that fabricated articles carrying a larger margin in most cases and that they might be expected to be reduced to a greater extent.

A Risk in Any Branch of Trading

The best advice which this official could offer to the retail hardware trade was that they maintain the process of merchandising on as large a scale as is consistent with good management under present conditions. He stated that the retailer's overhead expenses are continuing and that business must be kept going to meet this apart from the question of profit. He pointed to the fact that there is a certain risk connected with any branch of trading and that in keeping business in motion the dealer should see that this risk is not made any greater than necessary.

Under the circumstances the hardware dealer is well advised to turn his stock as many times as possible and to promptly collect outstanding accounts. To get his money will help every merchant to maintain an easy financial position and provide means to keep his stock well sorted and thus give service to his customers. To this end accounts should be gone over carefully, bills rendered regularly and reminders sent to customers who do not respond. Business conditions in many localities are good enough to enable merchants to get in a great deal of money and to probably work off a good deal of surplus stock which may be on hand.

Discount for Settlement of Accounts

The question of giving a discount in order to secure settlement of outstanding accounts is one which might be employed in some particular cases, where such action is thought to be advisable, though its general application, according to one of the authorities quoted herewith, is questionable. It was pointed out that it would probably not be good policy to apply this plan to an individual credit customer without applying it to all, and a general application might,, is was thought, render mare difficult the establishment of confidence among customers.

Buyers Wait Until Low Point is Reached

A brief, but pointed comment on present conditions is made in the weekly market letter of a New York brokerage firm as follows:

"The psychology of public buying is an interesting study. A year ago nothing was too high to buy; to-day nothing is low enough. The minute that the public is satisfied that the low point has been reached we are likely to see another wave of buying that may actually lead to a shortage of goods. The ability of the public, however, to hold off until it is satisfied that the low point has been reached is extraordinary. Some articles are already down to a pre-war level. Others, however, are not, and must come down very decidedly before finding a healthy market. Without a far more radical liquidation of labor than anyone would dare to predict, or would be likely to see without serious social disturbance, costs cannot come down to a pre-war level and it is certain that goods will not be produced indefinitely below cost."

A Bank Official's Comment

Some encouragement for the immediate financial and business outlook in Canada is given in the statement of a bank official as follows:

"A period of readjustment such as that which most industries are now facing is always one of peculiar difficulty. A fortunate characteristic of the Canadian market is its tendency to move more deliberately than that of the United States, thereby giving Canadian industries more time and opportunity to prepare themselves for altered conditions. Basically, Canada's commercial position is a sound one and general business is far from being bad. Wholesale and retail trade conditions are less favorable than they were at this date last year, but the money actually realized or expected from large crops is having a beneficial effect. A marked disposition has been noted on the part of purchasers in both the wholesale and retail trades to hold back in expectation of lower prices. Future orders are affected more than purchases for immediate delicery. The latter are good, especially in the West. This is a logical development of the general uncertainty as to next year's price level."

"The problem is to discover when the deflation process shall have reached its limit," points out W. B. Brown, editor of The New York Commercial. "With some commodities it will occur sooner than in others, and there will be inequalities which will be sure to arouse unfavorable comment, but the process of readjustment has got to go on, no matter where it may pinch."

Conditions in Glass Container Industry

Montreal.—In discussing the glass container situation with Geo. W. Robertson, of the sales department of the Dominion Glass Co., Ltd., Montreal, Hardware and Mteal was informed that the matter of delivery will gradually improve from now on.

"Export orders on hand have been subject to both temporary and permanent cancellation instructions. This we expect is only a passing phase. Local and domestic business is active and various plants are being worked to capacity. The aftermath of war conditions is still evidenced in delayed machinery delivery. The lack of sand almost hung up our operations in the Eastern plant," said Mr. Robertson.

Increased Costs

"The cost of sand has naturally advanced greatly even though this is represented solely by labor and freight. We have been compelled to pay as high as $17 a ton for coal, laid down, and as it takes a ton of coal to melt a ton of glass the cost inference is clear.

"In turning out an enormous tonnage of glass this means an extensive consumption of coal. Fuel oil has been a cent or two cheaper lately.

"Labor is uncertain in some factories owng to the type employed, but this is expected to be normal as the weather presents more clearly the desirability of indoor employment.

"There was a shortage of preserving jars in the late spring and summer, but the fault rested with the trade. Evidently restrained by the high cost of sugar, they failed to cover the prospective demand. We made 11 per cent. more jars this year than last, and at that 1919 was a banner year for fruit jars. Unfortunately, when the belated rush did come, our production was given over to other containers, and to switch back to jars meant a loss of perhaps a week's output.

High Prices to Continue

"At all times energies are bent on taking care of domestic trade. The worst has been passed, and normal outside deliveries will soon be reflected.

"Prices are, unfortunately, bound to continue high. A low priced raw material used in large quantities, is bound to react only as wages and freight are reduced. These, after all, represent the cause of increased prices. No present indication of reduction in either wages or freight is apparent," concluded Mr. Robertson.

Support High Prices Longer Than is Warranted

Discussion of Various Features of Deflation by President Treman at National Hardware Association Convention—Losses Must Be Expected in Period of Readjustment—Sound Business Will Follow Adjustment

IN opening the 26th annual convention of the National Hardware Association of the United States at Atlantic City, President Robert H. Treman reviewed events of the past year, pointing out that at the time of the last convention most manufacturers were busy but had difficulty in securing sufficient materials, and not even an approach to normal labor efficiency. Production and shipments were retarded by the continuance of strikes; there was beginning to be an insistent demand for many goods, the production of which was interfered with or abandoned during the war. Foreign trade, especially exports, while heavy, was restricted by the demoralized condition of foreign exchange. Domestic distribution was curtailed by shortage. High prices were no check to retail buying. Premiums were offered for prompt shipments. Mr. Treman traced this condition through the winter and last spring when credit was curtailed but buying was continued and prices were mounting higher. Then began the inevitable collapse in inflated prices. Dealing with the question of deflation, Mr. Treman spoke as follows:

"The action of economic laws is not usually understood, and it is difficult for many to sense that we are in the process of a necessary deflation. This process of striving to reduce outstanding currency and credit, which, with the falling of commodity prices which this process causes, is 'deflation,' and it is well for us all to understand that it affects the ordinary toiler, the farmer and the wage earner quite as much as the manufacturer and the banker. The deflation in prices now under way as yet has not reflected in the banking position, as discounts secured by commercial paper are now over $1,500,000,000, a new high record. There are some industries, like iron and steel, where the first steps have hardly been taken, although, in other lines, the first steps seem to have been completed, and in these we may have some reaction from the extreme low prices.

"So far as the moving of merchandise and liquidating inventories is concerned, the deflation process has only really begun, and we must expect that it will take months, and perhaps a few years, before it is completed. In this process we must expect there must be some reduction in the wage scale. So large a proportion of the cost of articles may be traced to labor that there can be no real or permanent deflation completed until wage deflation takes place. A drop in the cost of common labor should be expected in the near future, as the wages of this class, on the average, advanced even faster than the unionized trade because of the extreme shortage. If immigration continues, however, during the coming year as is now going on unquestionably it will tend toward lower wages. In skilled labor we may expect that the first evidence of a reduction in the wage will take place through greater efficiency rather than a reduction in the actual scale, but if history is to repeat itself, and we can judge by what took place in connection with the deflation after the Civil War, all wage earners must ultimately contribute their share.

"The readjustment process will not be accomplished until retail distributors go through practically the same experience as the producer of raw materials and the manufacturer have done, and as yet the reduction in prices has not reached the ultimate consumer except in a few lines. Eventually it must do so, but it is natural that the retailer should try to maintain high prices so long as he has high cost merchandise to sell, if competition will permit him to do so. In any event we can expect the present general level of retail prices will be maintained possibly throughout the balance of this year, but the consuming public should begin to feel the effects of the drop in prices by next spring or summer in a more marked degree.

"That the process of deflation should be resisted is to be expected. Many distributors, both wholesale and retail, are trying to support high prices longer than conditions warrant, the contention being that goods made and distributed at the higher prices cannot be sold except at a loss. It should be realized that losses must be expected in the period of readjustment, and those who refuse to adjust themselves to new conditions will probably suffer heavier loss in the end.

"The past week has witnessed an organized effort to induce farmers and planters to hold back their products from the market in the hope of not only maintaining prices at the present level but of forcing them to a still higher artificial level. This has manifested itself in attacks on the present policy of the Government in not extending credit, and has gone so far as to threaten a general agricultural strike unless credit is furnished for the holding of crops for high prices. Great pressure was brought to bear upon the treasury officials to form additional loans and it is to their credit that they withstood the pressure.

An Assurance for Business

"The readjustment now going on is our greatest assurance of sound business conditions after a short period. If we have a reasonable deflation in an orderly way it is the surest preventive of a collapse and will prove a positive benefit to the business situation. Speculative hoarders of goods have been compelled to liquidate, the unrest of labor has been, to a certain extent, overcome, and the cost of living will soon be lowered. The prices of certain commodities have about reached their lowest point on the present movement and there may be some recovery. Other industries must expect to contribute their share. Certain it is that those who are working to longer maintain the high price orgy will be disappointed. In a downward movement like the present it is always difficult to determine how far the reaction will go before confidence is reaffirmed. It certainly should not be expected that the average of prices may slump back to anything like pre-war figures for some time to come. It required thirteen years after the Civil War for prices to get back to the starting point, and it is to be hoped and expected that there will be a gradual rather than too abrupt decline.

Business Failures

"In the readjustment we must expect that, owing to the drop in prices, the curtailed buying demand, and other reasons, business failures will develop more rapidly, and this is already in evidence. There are already a number of firms and corporations which have been obliged to be taken over, or their position protected by their banks, and this condition may increase around the first of the year, but it is good policy for bankers to protect those which are sound and deserving of credit, and in this way the hardships which have characterized previous crises may be lessened. Additional burdens will be thrown on the credit departments of our corporations,

NAIL AND WIRE SITUATION

Speaking of the nail and wire situation at the N. H. A. convention, J. G. Deericks, of the Pittsburgh Steel Co., stated that just at this time readjustment in many lines had proceeded quite far and bids fair to continue. He pointed out that it was difficult to forecast the nail and wire situation, stating that there were many favorable aspects to the present general business condition.

and in the readjustment there should be a co-operation between creditors to save those who are worthy of saving, to liquidate those who are not, but to have the liquidation handled on a fair and equitable basis, so as to give those in trouble a square deal rather than to have some one house attempt to secure an undue advantage over other equally deserving creditors.

"The members of this convention are vitally interested in the future of prices for iron and steel products and in this connection an exchange of views during the convention days will be most helpful to all. That iron and steel prices must recede sooner or later is without question, but at the moment the opinion seems to be that price deflation will be gradual. Certain it is that there is a large vacuum in iron and steel products, hardware, etc., which was created by the war, and it will take probably months, if not a year or two, to bring the stocks of merchandise to anything near a normal amount of the pre-war period.

"In connection with the stability of iron and steel during and since the war, it would seem simple justice to note the important part that the U.S. Steel Corporation has played in putting out firm prices in preventing a runaway market since the armistice, and by maintaining a greater stability than had they adopted any other policy.

"We must acknowledge that at the moment there are many adverse factors at work which are depressing, but there is no reason for frenzy or undue alarm over the present conditions, which represent a perfectly natural evolution.

Favorable Factors

"Let us consider some of the favorable factors in the situation.

"So long as European conditions continue unsettled it will affect our economic position, but apparently order has succeeded chaos and will ultimately prevail. Europe must have our products, especially raw materials in quantities.

"We will hold a part at least of the new export business which we have developed during the war period. We will have a rush of immigration, which will furnish us with cheap labor, thus helping in reduction of production costs.

"We are assured of the largest crop returns in our history.

"Domestic and retail trade will probably continue good; certainly until after the Christmas trade is over.

"While in industrial centres labor will not be as well employed as formerly, nor wages probably as high in many sections, all kinds of labor will be in demand and at high wages for some time to come, with the accompanying purchasing power.

"The strained credit conditions of the past few months will be succeeded by an easier situation soon, as the demands for crop moving are nearly satisfied. After the first of the year, if not before, interest rates will be lower and credit more easily obtained.

"If the price of building material recedes somewhat, as is now probable during the spring months, we should have an era of pronounced building activity as the country needs a building era to supply the dearth, especially of houses. This should afford work at fair wages for many wage earners, and keep prosperous, though at lower prices, dealers in building materials.

"Confidence which has been shaken will probably be restored after election is over, and business will then begin to settle down on a sounder basis.

"In many lines there is so great a scarcity of goods that it will take a long time to supply same, but we must expect it to be at a lower price level.

Business Ethics

"We had reached a point where our code of business ethics had improved much, and we should seek still further ideals. Trade practices which have become objectionable should be carefully scrutinized, put to the test, and thrown into the discard if not right. False and misleading labels, slack-filled or underweight packages, and other similar matters, should be condemned, and the members of the association represented here should, individually and collectively, stand for the highest interpretation of fair and honorable dealing.

"The manufacturers and distributors owe a duty to the public to produce the goods needed, to have distribution made in the most economical and serviceable way, and to have business conducted on the basis of giving to each and every man his just due; no more, no less.

"The present situation calls for faith in one's country, courage to act, the practice of economy both in individual and community life, willingness to labor to the fullest extent in the most efficient way, and with faith in God we can move forward to better and higher things without fear."

Toys and Electrical Goods Prominent in Christmas Trade

IN all the local hardware stores preparations are under way for a big volume of business during the Christmas season, many dealers having laid in heavy stocks of seasonable lines. Electrical goods are to the front in many stores. It has been found from experience that this class of goods becomes more popular year after year, and it has often been the case that, owing to an insufficient stock of toasters, percolators, electric irons, grills, etc., having been put in, many sales were lost through selling out a few days before Christmas.

Busy Toy Season Expected

Firms handling toys have made big preparations for a busy season, and one firm in particular has laid in a most complete line. It is believed that this will be a big year for toys, as it will really be the first year after the war that there has been a good selection to choose from, goods being very scarce last year, and practically no variety. Toys are now shown from all over the world, and a new feature is Canadian made toys. Many of these are made by firms who have been established since the war to meet the German competition. There is also a good showing of English-made toys, many of which were formerly made in Germany.

Many business experts claim that the window is the merchant's best salesman, especially insofar as seasonable lines are concerned. The St. John hardware merchants think this way too, for they are practically all leaving their lights burning until midnight, giving the citizens a chance to view their wares in the evening at their leisure. This is a most effective method of advertising, especially in the Christmas season, and many sales are made to persons who do not get out much during the day time, but come down town in the evening, and on their way to the theatre or movies, see something displayed which they are in need of. Often there will be a telephone call come to a store asking that a certain article be sent that "I saw in your window last night."

Building Work in St. John Shows Big Increase

St. John, N.B.—Building work in St. John, N.B., shows a big increase this year over the corresponding period last year. According to J. Carleton, building inspector, the figures for the ten months are: 1920, $844,300; 1919, $280,040, showing an increase of $564,260 over last year. This is a healthy sign for the hardware merchants, as building operations were practically at a standstill during the war, but are now getting back to normal. The $1,500,000 hotel project for St. John has failed to materialize. The Commercial Club, who were handling the proposition, are to be reimbursed for their expenditures by Hon. S. E. Elkin. The amount involved is around $2,000. Mr. S. E. Elkin is president of the Maritime Nail Co., Ltd., and ex-president of the Commercial Club. W. H. Thorne & Co., Ltd., are making additions to their warehouses in Water Street to accommodate a plate glass department. Plate glass was formerly handled by this company in their retail store on Prince William Street, but owing to congestion it was decided to make this change.

Getting a Good Share of Electric Heater Trade

Hardware Jobbers Report Heavy Demand for Electric Heaters This Season—Many Good Weeks Yet to Sell This Line—How One Dealer Developed His Sales of Heaters in Conjunction With Other Electrical Goods

"WE have sold over 1,000 electric heaters already, and orders are still pouring in." This statement made to a representative of Hardware and Metal by a Montreal hardware jobber indicated that there had been—early in the month of September—a very active movement in these goods, and the statement was augmented by the remark that supplies are not to be had as quickly as desired and that it is out of the question to accumulate surplus stock. The trade was surprising, this jobber said, and he was very well pleased with the large increase in volume of sales. As he sells hardware and electrical goods almost exclusively, there is no question as to who buys these heaters and sells them to the consumer—it is the hardware man in the territory his salesmen cover.

The question is: "Can I sell any more heaters than I am now selling, or if I am not selling them at all now, can I do so?"

If there is electric power in your town of course you can sell these goods. No matter what the population of your community may be, there is here a field for development that will yield returns.

Well to Remember

"If I were starting out to seek sales for a line of goods that I had not previously handled," said an old hardware merchant recently in talking along the electrical goods line, "I would make a canvass of the situation very thoroughly before investing a dollar in these specialties. It is one thing to tie one's money up in these goods, but a different thing to get that money, with a legitimate profit, out again.

"First of all I would visualize the field: would see what the possibilities of securing enough customers were. I would be careful to anticipate the probable needs of my customers and prospective customers for that product, whether it was an every day necessity, whether it would be within reach of the average customer, and whether, once it was bought, the purchase price would fade into the background in view of the pleasure or efficiency that was secured through the purchase."

"Then I would look around and see who, in other trades, was handling that line, and what their success apparently was in selling it. If possible I would find out what quantities of electrical heaters and stoves were sold in a given season. Then I would figure out how many I might hope to sell if I went after' the trade."

"What would you then plan to do, once you had decided to sell electric heaters?" Hardware and Metal asked.

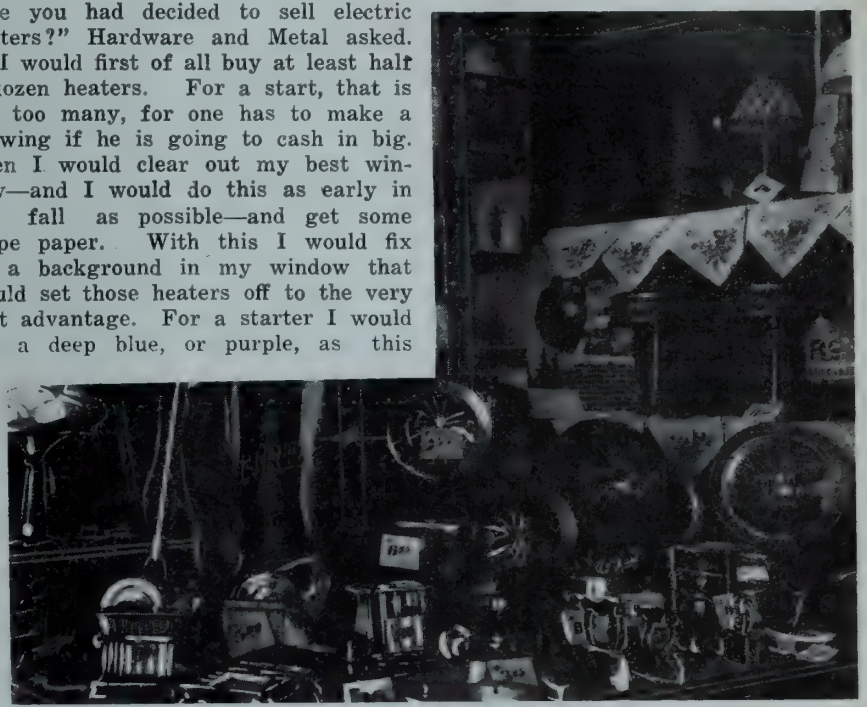
"I would first of all buy at least half a dozen heaters. For a start, that is not too many, for one has to make a showing if he is going to cash in big. Then I would clear out my best window—and I would do this as early in the fall as possible—and get some crepe paper. With this I would fix up a background in my window that would set those heaters off to the very best advantage. For a starter I would use a deep blue, or purple, as this would help contrast very effectively with the polished copper reflectors of the heaters. That crepe paper I would tack or pin to the backing of my window, and after placing a few raised platforms or packing cases on the floor of the window I would bring in my six heaters and carefully place them about the window so attractively that they would arrest the average passerby. To accomplish this I would employ a small boy to sit in a low chair warming his hands by the glow of the heater and a sign would be placed right in the most appropriate part of that window, reading:

GLO GLO HEATERS
Keep Colds Away And
Make The Family Happy
Our price is

"Of course this would be a rather bare window, and I would therefore have arranged, earlier, for four to six cards to place against the background. These would be lettered with suitable wording, showing the advantages of installing a heater, the small outlay to operate as compared with a costly coal fire in the chill but not cold evenings and mornings; the cheerfulness given off by the bright reflector, and the absence of repair bills, etc. I would supply the small boy with a pointer, and require him to point occasionally to these cards. The moving figure in the window would be very helpful as an attention-compeller. If anyone sold heaters, I'd sell my share too, for I would link up this window display with either local newspaper advertising or with circular letters and hand-bills. The mailing list would be a select one.

"I would see that all my men called the attention of every customer to these heaters. They would be made familiar with the advantages of this handy convenience always being ready in an instant, and to make the matter definite and arresting I would have a heater placed in a convenient spot—a small closed-off space if possible—where the current would be switched on and a demonstration given. If the sale was not then made the memory of the demonstration would be all that was necessary, in many an instance, to send that party to the telephone when he did decide."

That little story does not read as a fanciful one, at all. The plans are simple and direct, and they entail little or no extra expense. Thousands of heaters are being sold right now and there should be a demand for several months yet. In fact there are few months in the Canadian field when they cannot be featured.



Electric heaters are an important branch of the electrical trade at this season of the year and they can be shown prominently among other electrical accessories as in the display shown herewith. Suggestions can be made by the dealer in his advertising or window cards as to the special advantages of a heater in the home at this season.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations.

The Only Weekly Hardware Paper in Canada

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PROTESTS of retailers against the discrimination evident in the application of some of the taxes are being heard at Ottawa and acted upon. The ruling that retailers should take out a manufacturer's license and pay the sales tax of 2 per cent., as well as a retail license has been removed this week as result of opposition from the trade.

* * *

IT is essential for the merchant, during this period of readjustment, to keep close watch on his business generally, keeping down his credits and in fact eliminating them as much as possible. The plan of doing as much business on the cash basis, as can be done within reason, is a wise one to pursue. In adhering to this policy, the merchant will reduce his losses to a minimum, and will be in a position to carry on successfully through what otherwise might be a trying period.

* * *

RETAIL merchants would be well advised at the present time to keep very close to their bankers. They should not wait for the bankers to ask them to send in a statement of their affairs. They should take the initiative and go to their banker with as complete information as they can get together regarding their business. The banker's advice at this time is particularly valuable. He gets a great deal of confidential information from other merchants in the town which he cannot divulge, but which serves to give him a better idea than any one merchant can get of local business conditions.

Business Maxims for To-day

IT is agreed by many authorities that basic business in Canada is sound and that a period of good business will follow the concluson of the temporary circumstances now affecting most lines of trade as result of the tendency toward lower price levels. There are, however, still many dangers confronting the retailer and he will have to watch his business closely in order to avoid the pitfalls. Every merchant should keep his business in as liquid a state as possible, consistent with carrying a sufficiently well assorted stock to enable him to keep the wheels of business moving. To do this it will require close attention to credits, with more restriction than heretofore, particularly owing to the possibility of more unemployment. Conditions are such in most districts as will enable the dealer to secure a good deal of outstanding cash, and this policy will then enable the carrying of a well assorted stock and the giving of best service to the customer.

It is difficult to predict the likely trend of prices, but it is thought that there will be no resumption of business on a large scale until the public is satisfied that the low point has been reached. Then manufacturers will also feel confident in maintaining a complete stock to enable the immediate filling of requirements. The fact that the readjustment process appears to be more deliberate in Canada than in the United States is thought to be an advantage to Canadian manufacturers as giving them more time and opportunity to prepare for the altered conditions.

There is an undoubted shortage of hardware throughout all branches of the trade and in view of the fact that many wholesale hardware firms report business to a greater value to-day than at this time a year ago, this is significant of the rush of business which may be expected when the present tension is relieved. The hardware trade appears to be in a healthy condition, judging by the way merchants are meeting obligations, and by the strict adherence to the policy outlined herewith this condition will be continued and the threatened troubles will be avoided. Let every hardware dealer, therefore, watch his stock, accounts, credits and collections very carefully.

Sound Business After Deflation

A NUMBER of important truths and much good advice was given by President R. H. Treman of the National Hardware Association in addressing the annual convention. There seems little doubt among business men in both Canada and the United States that business will be on a sounder basis and will be in good volume when the present period of readjustment is concluded. Much of the present difficulty has been brought about as result of the necessity for the reduction of prices on some lines in order that buying might be stimulated. Dealers are hesitant about cutting down their percentage of profit, but it must be remembered that the hardware trade is much more fortunate in this regard than some other trades, where it is necessary to cut prices to lower scales in order to turn goods over.

When prices were on the rise many retailers took advantage of the added profits, and this now balances off the present condition, where, with prices dropping, it may be necessary to take losses on some lines. A period of readjustment always brings losses with it, and the sooner adjustments are made and buying again resumed on a normal scale, the better it will be. Confidence is what is required under present circumstances. As Mr. Treman says, the readjustment now going on is our greatest assurance of sound business conditions after a short period. He points out that a reasonable deflation in an orderly way now is the surest preventive of a collapse. It is therefore a question of how far deflation must go before confidence in buying is resumed. Interest rates on loans will probably be reduced in Canada when the crop is moved and this will enable the banks to assist in tiding over this period, when many retailers may be forced to take temporary advantage of such aid owing to merchandising conditions. Under such circumstances the best advice available is for the dealer to maintain a well sorted, but not too heavy stock to watch his credits and collections and to aid in renewing confidence in his customers.

That Deflated Feeling

POINTING out that the period of readjustment to lower price levels is under way and that therefore our likes and dislikes will be ineffective in the matter, Albert W. Atwood discusses the question of deflation from a new and interesting angle in The Saturday Evening Post, as follows:

"Inflation, it appears, has come to an end and deflation has begun. We have stopped ascending the spiral staircase and have begun the long, tedious and perhaps troublesome descent. The vicious circle, it seems, is in a fair way of being broken at last.

"There may be those who look with disfavor upon the process of deflation, but if in very truth the great readjustment has at last gotten under way our likes and dislikes will be as effective in the matter as flies upon the surface of a glacial morain. For a major sweep in prices crushes on, deaf to human plans and pleas, working silent havoc on one hand and showering wealth and prosperity on the other. It is no respecter of persons, and while taking from one gives to another without regard to merit.

"Once such a movement has started it is not to be stopped or stayed until its larger processes have been brought to a logical conclusion and most of their consequences realized. It is impervious to the human tumult of praise and blame alike.

"No King Canute can stay the ocean waves before they have spent themselves, and it is just as futile to bid them come on when at last they have reached the flood. Once given a change in the deep-seated fundamental causes of the great price movement it is useless to expect the old causes to operate. Flogging a dead horse is of no avail, no matter how keen the selfish interest to ride on and on. It is the life forces that count, and when they have gone, have shifted, have flowed in other directions, it is well for men to make what haste they can to arrange their affairs accordingly.

"It is never easy to detect the beginnings of great change. How is the physician to know the exact moment when the crisis comes? When a high fever abates it is often by almost imperceptible degrees at first.

"It is hard for business men to believe that high prices will ever come to an end, for it means a reversal of habits, thoughts and practices in the conduct of business, and this is never easy. When a man is swollen with prosperity it is no paltry effort to imagine a differing condition. With expansion so long the order of the day and higher prices so easily obtained, it is difficult to change the attitude of mind.

Major Price Changes Work Hardship

"Deflation's portrait is yet to be filled out. If declining prices lie ahead of us no one pretends of course to predict their exact or complete effect. But those who have suffered or profited from inflation have some idea, you may be sure, of what deflation will do to them.

"It has taken a great world war with its scarcity, shortages and consequent high cost of living to implant thoroughly the idea that major price changes work no end of injustice and hardship. Many gain, it is true, but the net result seems to be unsettlement and unrest. Always there is some large group that feels the undeserved pinch of a prolonged rise or fall.

"Indeed, there are serious proposals, brought forth with ever-increasing insistence, to stabilize prices at the present level by altering the contents or character of the dollar. But such proposals, though appealing enough in theory to many students, are not at all likely to be tried out in the immediate future. But if there is one thing of which we can be certain it is that prices will not be stabilized at their present level. We shall either go ahead shoving up prices and wages in a vicious circle until the whole bubble bursts in a mighty collapse, in a panic of the most terrifying description; or else we shall retrace our steps and get down off the ladder as best we can, by which retreat we may hope to avoid a rout. This fact has been well stated by H. Parker Willis, former secretary of the Federal Reserve Board:

" 'A study of the situation shows that this leveling up process is far from being completed and that those who advocate inflation fail to recognize that inflation, instead of having already borne its perfect fruit, has only made a comparatively small start in changing the old order which in the world of fact as well as poetry, only slowly changeth, giving place to new.

" 'We are, in short, not at a completed stage of our journey toward higher prices and the readjustment of shares in the distribution of wealth, but only at a halfway house from which we may go forward or backward, and in either case must incur much suffering, the one thing certain being that we cannot stand still."

"Public opinion in the main favors a fall in prices. Most of us have paid dear for what we have purchased in the last few years, and most of us think that our incomes have not gone up so much as prices. Even if our incomes have risen we like to delude ourselves into feeling that it was due to our great individual merits and deserts rather than to a world-wide inflationary process over which we have as much influence as over the stars in their courses. The profiteer may know in his heart that his gains have been due to almost cosmic forces rather than to his business acumen, but he hates to admit it openly.

"We all hug the idea that if prices do decline our incomes will remain stationary. Thus theoretically, in the abstract, in prospect; deflation is going to be very popular. But it will not be so popular in the reality and the concrete —that is, people will be willing to have prices go down except in what they themselves have to sell. In other words, there is no advantage in being able to buy twice as much for a dollar if one does not have the dollar. That is why we are told so often that deflation is going to be painful, much more so than inflation was.

Rising Prices Hurt Consumers; Falling Prices Hurt Producers

"Rising prices hurt people only as consumers; falling prices hurt them as business men, as producers, as workers. And while in reality what we pay out is almost as important as what we take in, our pride and vanity are injured much less by paying much than by receiving little.

"It is certain that no class or group will want to take its share of the pain and loss that deflation makes inevitable. Already there is a widespread attempt to pass the buck, to shift the burden, evidences in what the commercial world knows as cancellations.

"As a high-level price fabric disintegrates there is bound to be loss, often immediate and extensive, because

(Continued on page 46)

News of Western Canada

Estevan Hardware Dealers Join Fall Selling Carnival

IT IS interesting to note the action taken by merchants of Estevan, Sask., in an effort to stimulate trade in a period when, owing to price reductions in many lines customers have had a tendency to postpone buying. Realizing that price concessions would have to be made if the quiet business period were to be livened up, many of the general stores and some of the trades arranged special sales at reduced prices and following much advertising they were able to clear out a large volume of goods. At first the hardware stores were not included in the special sale, but later they joined in, with much the same result.

It is reported from Estevan that the big carnival of bargains promises to continue a few weeks longer now that the hardware stores have joined the campaign. An editorial in the Estevan "Mercury" deals with the matter as follows: "In this issue will be found listings of special offerings by the Perry Hardware Co., the Estevan Hardware Co., and W. R. Whitby. These firms all recognize that the special drive of the general stores during the past few weeks has effected an enormous increase in the volume of trade done in Estevan. Buyers from districts outside the area usually tributary to the town are seen here in numbers every day. They all come attracted by the special offerings of the stores, and the advantages of trading at Estevan are being shown to them so clearly that they may be counted upon to continue the good relations established during the past few weeks. What has been accomplished by the general merchants may be made permanent by the hardware dealers, and they have been quick to make good their opportunity."

The editorial goes on to point out that throughout a large territory the readers will learn of the opportunities to purchase needed winter equipment at bargain prices, heating and cooking ranges, building materials and other lines needed before the return of zero weather. "There is an endless assortment here to select from," it says, "and at prices that cannot fail to attract buyers. The result will be a general clearing out of old stocks, leaving the dealers in position to grasp the new opportunities that will come with a rush next spring. It will be like a grand mercantile house cleaning by which both merchants and customers will benefit.

"All other trading centres where special sale drives have not been staged but where the general policy of price concessions has been the feature for the past two weeks report a splendid increase in the volume of trade done. Like the others, also, these merchants express great satisfaction in having effected a turnover of stocks that not only prepares them for bigger business next year but also benefits the buying public. The decision of the hardware merchants to contribute toward the fall selling carnival is welcomed by all dealers and will be supported by a continuance of the general reduction in prices that will ensure a lively trade well into the new year."

Western Notes

Herbert, Sask.—H. H. Klassin, hardware merchant, has sold out.

* * *

Winnipeg.—F. W. Chapman, manager of the Hurley Machine Company, Limited, Toronto, manufacturers of the "Thor" washing machine, visited Winnipeg recently.

* * *

Winnipeg.—Wood Vallance Ltd. are leading the crowd in the Merchants Bowling League, they are bowling consistently and taking the long end of every series. The team is composed of the following players: W. A. Watt, Gus Ward, W. Sommerville, Harry Milne, Dunc Irwin, W. Wilson.

* * *

Winnipeg.—D. A. ("Don") Ferguson, manager of the Auto Accessory Department and Sporting Goods Department Wool Vallance, Ltd., is enjoying a well earned holiday at Yorkton, Sask. Don took his gun and shooting coat with him.

* * *

Winnipeg.—Paul Pfeiffer, of the Wadena Hardware Co., Wadena, was a visitor to Winnipeg. He gave a very graphic description of the disastrous fire that nearly wiped out the town of Wadena a short time ago.

Tax Stamp Protest from West

Regina. — Strong protests against the use of stamps for the collection of the luxury tax have been forwarded to Ottawa by the Regina and Saskatoon and provincial organizations of the Retail Merchants' Association.

The retailers regard this method of collection as unfair and unbusiness-like. It is believed to be unnecessary, since under the new system of licensing the merchants none can escape making returns and paying the taxes.

Objection against the proposal is also urged on the ground that it will necessitate the merchants putting out considerable sums of money in order to keep on hand stocks of stamps of different denominations. It will also result in the waste of a good deal of time, for no matter how busy the merchant is he must stop to affix the stamps to the bills and perforate them.

New Canadian Mill at Selkirk, Manitoba

The Manitoba Rolling Mills Co., Ltd., at Selkirk, Man., have just completed a new plant for the manufacture of steel ingots. The plant has been constructed at an approximate cost of $200,000.

A fifteen-ton open-hearth furnace has been installed, said to be the most modern of its kind and the first in Canada, and the plant is equipped with three fifteen-ton ladles and a huge electric crane, making a complete equipment, which, operated at full capacity, will produce from 60 to 90 tons of steel ingots per day. Scrap iron, mixed with a small quantity of iron ore, ferro-manganese, and ferro-silicon, make up the ingredients of the steel manufactured by this process.

Cheap German Enamel on Canadian Market

Advices from England point to the probability of large quantities of cheap enamelware of German make being placed in the world's markets. It is stated that leading German manufacturers have formed a union and agreed to a general lowering of prices for export trade. It is rumored that some department stores and mail order houses in Canada are contemplating marketing such a line. Already German pliers, scissors and other cutlery are being sold in the Canadian trade.

More About the Taxes and Licenses

Those Who Must Have Excise Tax Licenses

THE Department of Customs and Inland Revenue state the following licenses are obligatory, and November 15th is fixed as the time limit within which these licenses must be obtained.

There are four classes of licenses, as follows:

Sales Tax License

To be taken out by every manufacturer, wholesaler and jobber who sells articles subject to the sales tax. Annual fee, $5.

Manufacturer's License

To be taken out by persons, firms or corporations manufacturing, among others, the following commodities for sale, viz.; Boats, canoes, yachts, motor boats, cameras, firearms, shells, cartridges, pianos, organs, mechanical player pianos, phonographs, talking machines, music boxes, records, musical instruments, chandeliers, gas and electric light wall brackets and fixtures, automobiles, playing cards. Note. — This manufacturer's license is not required unless his factory products are subject to the so called "Excise Manufacturing Tax." For example, cameras are only subject to an excise manufacturing tax when weighing 100 pounds or under. Thus, if there were a manufacturer who only made cameras of a weight greater than 100 pounds, he would not be required to take out a "manufacturer's license." The annual fee for this license is $2.

Note.—This license should not be confused with the sales tax license. Manufacturers who are required to take out a "manufacturer's" license will also be required to take out a sales tax license as the two taxes are entirely separate and distinct from one another.

Retailer's License

To be taken out by persons, firms or corporations who sell at retail articles specified in former lists appearing in Hardware and Metal.

Note.—Manufacturers and wholesalers who ordinarily do not do a retail business will not be required to take out a retailer's license even though retail sales are occasionally made to employees or others, but if the goods are subject to a luxury tax the manufacturer or wholesaler will, of course, be required to collect any luxury tax payable by the purchaser.

Some Important Rulings

"If the wholesale branch of a firm transacting a wholesale and retail business is segregated from the retail branch and sales made by the said wholesale branch to the retail branch are charged at the same prices as sold to other retailers, the wholesale branch is regarded as a wholesaler.

"If a bona fide wholesaler selling to the retailer or consumer cannot segregate his retail from his wholesale business he may be classed as a wholesaler upon condition that a sales tax of one per cent. is collected upon all his sales."

* * *

Do Not Need License as Manufacturers

Ottawa.—It is announced here by the officers of the Dominion Board of the Retail Merchants' Association of Canada that through the representations they made to the Government pointing out the injustice that existed in compelling many lines of retail trade—among them hardware merchants—to take out a manufacturer's license, or to pay the manufacturer's sales tax of 2 per cent., as well as a retail license, that the Government has granted them their request by discontinuing the same, and an order in Council will shortly be passed to confirm this.

* * *

System to Check Tax Returns

Ottawa. — Thirty expert auditors recently appointed by the Government to check up in the different districts returns made under the sales and luxury taxes are in conference with officials of the Customs and Inland Revenue Department. As the work is new, a system is being evolved whereby a close tab may be kept on the business so there will be no evasions and the Government will get all the revenue that is coming to it. The staff is very likely to be increased in view of the volume of the work.

* * *

Jobbers Can Only Sell to Licensed Retailers

There has been a big rush of hardware retailers to the Government offices in various parts of Canada to secure licenses. Every retailer selling lines which come under the luxury taxes is required to take out a retail license. A wholesaler in selling to the retailer must have the retailer's license number and this number is put on each invoice. As this order is effective from November 1 the question has arisen as to whether the delay in issuing licenses would complicate their dealings with jobbers. The Inland Revenue Department advise Hardware and Metal that it will take possibly two weeks after November 1 to issue all retailers' licenses and providing the retailer has made application for his license the jobber will not be prosecuted for selling to him as long as the delay is caused by the Inland Revenue Department. Every retailer should see that his application for license is filed however.

* * *

Stamps Affixed to Invoices, Not Parcels

St. John, N.B.—St. John merchants were stocking up with luxury tax stamps on November 1, some firms buying from $500 to $1,000 worth, according to the respective sizes of their establishments. There was an impression here that the stamps were to be affixed to the parcels or packages containing the purchases, and statements to that effect had appeared in the local newspapers. To correct this mistaken idea, the district inspector of inland revenue at St. John made the following announcement in the local papers: "Important notice. Luxury tax stamps must be affixed to invoices or sales slips and carefully cancelled by perforator at time of sale and delivered to purchaser. Statement in press that the stamps are to be affixed to parcels or packages is incorrect. John McDonald Jr., District Inspector Inland Revenue, St. John, N.B., Nov. 1, 1920."

* * *

New Figures on Income Tax

Income tax figures recently made public by Sir Henry Drayton, show that the total number of merchants in Canada who were taxpayers, was 10,219, or 10.2 per cent. of the whole. Their total assessment amounted to $2,223,651, or 12.3 per cent. of the whole.

R.M.A. Favors By-Law Enforcing Tail Lights

Toronto.—A deputation of the Ontario Motor League went before the Board of Control, asking that the motion calling for all vehicles to carry tail lights be sent on to council as a recommendation. The Retail Merchants' Association at one time opposed the suggestion, but are now in favor of the measure, it was stated.

The deputation said that exhaustive tests had been made and a satisfactory light was available. The cost would be about $1.50.

Con. Maguire suggested that Mr. Phelan, Ald. Johnston and the solicitor draw up the by-law for submission to next meeting of the Board of Control, when opposition can also be heard. This will be done.

Events in the Trade

Obituary

Toronto.—The death occurred recently after a brief illness of Ross R. Ball, city salesman for the past seven years for the McClary Mfg. Co., Toronto.

Personal

Toronto.—J. H. Conover, local manager the Martin-Senour Co., attended the company's salesmen's convention in Montreal this week.

* * *

Hamilton, Ont.—J. J. Noll, who has been manager of the Wentworth Mfg. Co., will continue in this position now that the company has been taken over by E. T. Wright Co., Ltd.

* * *

Montreal.—J. H. Hanson, of J. H. Hanson & Company, Ltd., Montreal, left on Wednesday for England and the Continent. Mr. Hanson expects to be away about six weeks, during which he will seek new lines for sale in Canada.

* * *

Montreal.—E. Sauve, who for some years has been president of the Retail Hardware Association of Montreal, was elected to the office of treasurer of the Quebec Branch Retail Merchants' Association at a recent meeting.

* * *

Montreal.—H. V. Norry, of the Eureka Planter Co., Woodstock, Ont., was a Montreal visitor this week.

* * *

Montreal.—Arch. Birmingham, of the John H. Graham & Co., New York, was a Montreal visitor this week.

* * *

Montreal.—John J. Coleman, Canadian representative for the Thomas Firth & Sons, Sheffield, England, was in Toronto this week.

Taylor Co. Purchase Building

Timmins. — George Taylor Hardware, Limited, have purchased the building occupied by the firm since they opened a branch store in Timmins. Hereafter the whole building will be used exclusively for their hardware business.

New Brunswick R.M.A. Meets

St. John, N.B. — At a well attended meeting of the New Brunswick executive advisory board of the Retail Merchants' Association, W. G. de Wolfe, hardware merchant, of St. Stephen, N. B., presided, and matters of important business were discussed.

J. F. Mackay Joins Morrow Interests

J. F. MacKay has become vice-president and general manager of the John Morrow Screw and Nut Company, Limited, and vice-president of the Ingersoll File Company, of Ingersoll. Mr. MacKay was secretary and treasurer of the Willys-Overland Company, Ltd. Mr. J. Anderson Coulter, who has been president and general manager of the Morrow interests, is now retiring after thirty years' service.



J. F. MacKAY

Mr. MacKay attained prominence among Canadian newspaperman seventeen years ago when he became business manager of The Globe. Before that he had been connected with newspapers in Woodstock, Chatham and Montreal. His achievements in journalism were recognized when he was elected president of the Canadian Press Association and a director of the American Newspaper Publishers' Association.

During the past two years Mr. MacKay has been treasurer of the Russell Motor Car Co. and vice-president of the Canada Cycle and Motor Car Co. as well as being an executive of the Overland organization.

Other changes in the Morrow Company are announced. Col. F. H. Deacon, of Toronto, becomes president of the two companies. He was formerly vice-president. Mr. H. P. Stoneman, treasurer, becomes assistant manager. Mr. F. N. Horton is appointed sales manager and Lt.-Col. H. L. Edmonds becomes secretary.

Western Ontario Notes

In the primary nomination for the election of seven members of the Board of Directors for the Chamber of Commerce at London, Ont., the following were among those chosen: Col. W. M. Gartshore, of the McClary Mfg. Co.; W. R. Yendall, of the Canadian Richards Wilcox Co., and George Wenige, of the Bicycle and Motor Sales Co.

* * *

Stansell Motors, Limited, of Amherstburg, Ont., have purchased a 35-acre site at London, Ont., and will erect a large new factory for the manufacture of autos and auto supplies.

* * *

S. E. Jeffery, hardware merchant at Teeswater, Ont., had a terrifying experience when, as he was emptying a barrel of gasoline into an underground tank at the side of his store by the light of a lantern, there was a sudden rush of flame and a blaze which reached to the top of the building. An alarm was at once sent in and the premises saved. Mr. Jeffery's only loss was a quantity of gasoline and a plate glass window. His hands were slightly burned. (Moral.—Use an electric lamp.)

* * *

Owing to the shortage of hydro, the ban on electric heaters and the general situation regarding natural gas there has been an unusually active demand for stoves and for oil heaters and many merchants have been selling more of them than usual.

H.C.L. Pay to Be Permanent Wage

Niagara Falls, Ont.—Mr. Pierrepont B. Noyes, president of the Oneida Community, Limited, recently made an announcement to the employees of this organization, whose Canadian headquarters are at Niagara Falls, Ont., to the effect that the "high cost of living envelope" which has been given these employees since January, 1917, would from now on become a permanent part of their wages.

"For some time there has been severe price-cutting in paper bags in the United States. One result of this has been that many importations of United States bags have been made into Canada lately. To meet the low prices the Canadian Paper Bag Association raised their discounts on all quantities of bags."

Aliens Forbidden Possession of Firearms

Port Arthur.—A letter which has been forwarded to all issuers of hunting licenses in the Province of Ontario, is the outcome of the work of the Thunder Bay Game and Fish Protective Association. Last year the association wrote to the department at Toronto drawing attention to the number of foreigners shooting on Sundays in the vicinity of Port Arthur. In many cases the foreigners, when approached by a game warden, offered the excuse they were hunting rabbits. It is now a criminal offence for any alien to be in possession of a firearm.

Gillette Club Entertains

Montreal.—The Gillette Social Club gave the first of its series of entertainments for 1920-1921 last Friday evening at the Norman Hall, Fairmount Avenue, when a large number of members and friends attended a dance. The arrangements were made by President William Gosling and Secretary W. W. Walker of the club. Officers for the year were duly elected and a pleasant evening was enjoyed by club members and invited guests.

British Empire Steel Merger Progress

As nothing has been given out for some weeks concerning the organization of the British Empire Steel Corporation, many questions have been asked as to the explanation for the silence. It has even been suggested that the deal would not be carried out, particularly under the less favorable financial conditions which now prevail. The expected exchange of certificates on November 1 has been postponed.

A financier in close touch with the merger said, however, that no hitch had occurred and that the arrangements were proceeding as rapidly as possible.

Returns From Visit to Ireland

J. D. Craig, managing director of Sanderson Pearcy & Co., Ltd., Toronto, has just returned from a two months' vacation trip to Great Britain and Ireland. Mr. Craig spent most of his time in the north of Ireland, and reports rather strenuous times in certain localities.

Speaking of the prosperity of Ireland, he says there is a great deal of manufacturing and agricultural industries active.

Mr. Craig says that the only city he was in the British Isles where paint seems to be used to any extent is London. In Ireland and Scotland the great majority of buildings are of stone with slate or thatched roofs. Whitewash is used extensively for brightening up.

Motor cars, he says, while used a great deal, are not so common on the streets of even the largest city as they are in Toronto. He estimates from casual observation that there are 20 cars in Toronto to every one seen in the streets of Belfast.





FORM NEW FIRM

David Brewer (upper) and J. E. Adcock (lower) who have entered into partnership as manufacturers' representatives in Montreal, as outlined in last week's issue of Hardware and Metal.

Stratford Merchants Hold Annual Meeting

Stratford.—The Retail Merchants' Association held their annual meeting in the Chamber of Commerce rooms, when they elected the following officers for the next year: President, Mr. A. Knetchel; 1st vice-president, Mr. E. A. Robertson; 2nd vice-president, Mr. A. W. Fisher; secretary, Mr. W. White; treasurer, Mr. W. J. McCully. An executive committee was appointed to consist of the officers and the following 12 members, one member being elected from each branch of the retail business: Messrs. D. Ferguson, W. Hern, H. Myers, P. J. Kelly, H. Kaibfleisch, N. F. Babb, H. G. Rankin, Geo. Larkworthy, A. C. Barnsdale, F. Cosford, C. N. Greenwood and A. J. Flanigan.

Merchants Are Still Divided on Half Holiday

No announcement has been made by officials of the Lethbridge branch of the Retail Merchants' Association as to the results of the petitions on early closing on Wednesday. However, it is understood that the split still exists in their ranks.

Some merchants are still determined to remain open Wednesday afternoons as well as Saturday evenings and as they affect practically every line of retail business in the city, others are not willing to commit themselves to staying closed every Wednesday afternoon during the winter months.

The petitions were circulated, it is understood, and a great many merchants signed them in favor of closing Wednesday afternoons, but as long as one branch of them is determined to remain open concerted action will be hard to get.

Prosecutions Will Not Be Abandoned

Ottawa.—Prosecutions, which have been commenced as the result of hearings conducted by the Board of Commerce will not, it is stated, be abandoned because of the resignation of the members of the board. In the cases where prosecutions are already under way the documents, statements and evidence taken by the Board of Commerce in the first hearings have been turned over to the Attorney-General of the Province in which the charge was laid.

In any further prosecutions which may be undertaken as the result of judgments of the Board of Commerce, it is understood that Captain White, secretary of the board, will furnish the Provincial Departments with all necessary documents which may be requested.

Hardware Merchants Visit Paint Plant

Montreal.—By invitation of the manager, Mr. Royal Cluxton, a number of retail hardware merchants of Montreal visited the plant of the Canada Paint Company, 572 William Street, on Wednesday afternoon last.

Special display and arrangements had been planned beforehand, affording the visitors an inspection of special displays of products made by the firm. These various products were arranged in very attractive manner, varnishes, enamels, wall finishes and house paints, etc., being shown on elevated platforms, pedestals, wall sections, etc., while a miniature house treated with floor, wall and ceiling products was a feature that drew commendation from the visitors.

The object of the event was to show dealers how products are put up, what they will do, and how the actual operations, from the primary application to the finished coat, are proceeded with. It also referred to how displays may be effectively made, actual displays being shown. The finishing of an ordinary wagon wheel from the plain wood to a high gloss effect, the treatment of floors, walls, and even to the various steps necessary to secure the high finishes used in finishing the interior of railway coaches, soft and hard woods being displayed, from pine to hard Circassian walnut, were outstanding features.

The educational value of the displays and talks given by Mr. Cluxton and by Mr. S. M. Ward, trade sales manager, were much appreciated.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

J. G. Tweedle, Fergus, Ont.—Kindly inform us where we can buy Quebec Heaters with ovens attached.

Answer—The following firms are among the manufacturers making this style of heater: The Thos. Davidson Mfg. Co., Ltd., Montreal and Toronto; The McClary Mfg. Co., Ltd., London, Ont., and Toronto; The Gurney Foundry Co., Ltd., Toronto; Burrow, Stewart & Milne, Ltd., Hamilton, Ont.; Findlay Bros. & Co., Ltd., Carleton Place, Ont.; The Beach Foundry, Ltd., Ottawa, Ont.

Trade Enquiries

Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.

2285. **Agencies for India.**—A firm of indentors in Karachi, India, desire to open business in that part with Canadian exporters. They do business for local as well as for up-country dealers in hardware of all kinds, sundries, glasswares, crockery and other articles of daily use. Indents for all articles except machinery, for which there is no market, are accepted.

2263. **Iron and steel, hardware all kinds.**—A Johannesburg manufacturers' representative, with branch houses in all centres of the Union, Rhodesia, British East Africa, Portuguese East Africa, is prepared to consider the representation of Canadian firms prepared for continuity in export.

2264. **Plated ware.**—A Johannesburg firm making a specialty of the hotel trade are prepared to take up the representation of a Canadian house manufacturing plated ware suitable for the hotel trade. The range must not include cutlery.

2265. **Sheet metal goods.**—A South African commission house, with branch offices throughout the Union, Rhodesia, British East Africa and Southwest Africa, request correspondence with Canadian manufacturers in hollow-ware, enamelware, or sheet metal goods of any kind who are prepared for export and are seeking representation.

2266. **Enamelware, tools, wire, and hardware of all kinds.**—A Johannesburg agent, covering the Transvaal only, is seeking the representation of Canadian manufacturers in any line suitable for the hardware and building trade.

2271. **Enamelled and aluminium kitchen utensils.**—A firm in Jassy, Roumania, dealing in all kinds of hardware, desire to receive catalogues and quotations from Canadian firms in a position to export enamelled and aluminium kitchen utensils.

2269. **Shovels, spades, pickaxes.**—A Johannesburg commission agent covering the Transvaal, Orange Free State and Durban is seeking the agency of any Canadian firm manufacturing the above line and prepared for regular export.

2274. **Hardware.**—A firm in Jassy, Roumania, desire to receive quotations and other particulars from Canadian firms in position to export all kinds of hardware.

2280. **Catalogues.**—A leading Johannesburg firm request catalogues from Canadian manufacturers prepared for continuous export trade. In a special way hardware of all kinds, woodenware all kinds, and mining material. Price lists requested with catalogues. If possible, prices should be c.i.f. South African ports, if not, f.o.b. Canadian ports.

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

NEW CONDULET MATERIAL

The Crouse-Hinds Co., of Canada, Ltd., Toronto, Ont., are manufacturing new lines of condulet material, and the bulletin No. 1000P lists the new lines put out by this firm. A copy will be sent on request to all interested.

THAT DEFLATED FEELING

Continued from page 41

of the shrinkage in the value of goods in stock, whether finished or in raw-material form. Nor is all this loss confined to profiteers, though they fortunately suffer much of it. Naturally the chap who has borrowed a million dollars on raw silk and has his loan called or replaced with one for eight hundred thousand dollars screams bloody murder. For probably he has already spent some of the profits he anticipated when his silk was priced at a million dollars and when he and almost everyone else expected it soon to be selling for more.

"No man likes to see the ground sink under his feet or hold sugar at twenty-five cents when it is selling in the market at seventeen. But that is perhaps not quite the worst of it. Shrinkage in value is only one part of the sorrow that a business man must face in a falling market. He opposes a decline in many cases, I am inclined to think, even more because it is harder work to make a living, to make a profit on the decline than on the advance.

"This is entirely irrespective of the immediate question of shrinking inventories. Almost any boob can make money when prices are soaring, provided only he happens to have his shelves stocked up. They may have been stocked because of foresight, or merely because of accident and blind luck. Any man who happens to have large stocks on hand in a rising market makes money no matter how poor a business man he is. He may be poor at buying, at selling, at manufacturing and at finance, but he becomes rich provided only he is loaded up when the lightning strikes.

"The chief reason for the small number of business failures in the last few years has been the continual rise in prices. Merchandise on hand has appreciated in value constantly. This has enabled many a manufacturer and merchant to show a profit, or at worst only a small loss, when, under ordinary conditions, the force of competition or poor business methods would have made it necessary for him to suspend operations.

Deflation Means Hard Work

"Deflation on the other hand means hard work. The business man must turn his attention to the technical aspects of his field, to its little economies and the best methods of management. He ceases to be a mere speculator or a profiteer, and has to be a highly trained expert manufacturer, distributor or whatever his line, to remain in the game at all. All the pikers drop out, and the field is left to the experienced, resourceful dealers, but even they must work harder than when the boom was on.

"Is it any wonder, then, that many business men fight the current and refuse to admit that it has changed? Who does not like easy money, whether it comes from speculating in sugar and silk or from laying bricks? Each group, each class, each trade and industry tries to find special reasons why its particular product will not and cannot come down. Too often the excuse is merely a case of the wish being father to the thought.

"But whether we like it or not, indications continue to multiply of a considerable but for the most part orderly decline in the price level, chiefly without serious disruption or unemployment. Business may be less active in summer and more active in fall; it may be up here and down there. The ogre of high prices may die a very lingering death; indeed he may not die at all, but it is a bold person who will deny at this writing that the powers of this ogre —or benefactor, according to the point of view—have been and are being sharply curtailed."

FACTS THAT PROVE THE SELLING POWER OF WINDOW DISPLAYS

Here is some strong evidence of the selling power of the window display as given by a merchant who has received many prizes in contests for good windows:—

Fact No. 1.—Early in June I had on hand three cases of ——— and wasn't selling any. After displaying this product in the window I sold out completely and have re-ordered three times from our central supply depot.

Fact No. 2.—People didn't seem to realize that this store sold polish until the window display. Since then, the sale has been brisk.

Fact No. 3.—Before displaying ——— in my prize window I was averaging three cases. During the display period the figures went up to eight cases, and the beneficial effects of this promotional work has been permanent.

Fact No. 4.—I have re-ordered —— six times since the window display and has passed from the no-call, no-sell state to one of healthy activity.

Twenty Years Ago

Items of interest reprinted from the Hardware and Metal files of twenty years ago.

"The first annual concert and hop of the Canada Paint Cricket Club was held on Friday evening at Fraternity Hall, Wellington Street, Point St. Charles, Montreal. Mr. Hugh W. Aird filled the chair very acceptably, and, in a neat speech welcomed the large audience to the first concert of the club and explained that a restless activity pervaded the staff of the Canada Paint Co."

Among those taking part in the programme were: Herman Nauffts, Chas. Anderson, Edgar Mason, G. Morgan, T. Grimwood, J. Hardman, L. Gloyn, Jack Gallagher, Chas. Sheppard, G. Bamforth.

* * *

"The Niagara Falls Metal Works Co., of Niagara Falls, and the McKinnon Dash and Hardware Co., of St. Catharines, have united, forming a company to be known as the McKinnon Dash and Metal Works Co. The new company has a capital stock of $300,000. J. E. McRae is president of the new company, while the vice-president and manager is Geo. J. Armstrong."

* * *

"The regular meeting of the Retail Hardware and Paint Dealers' Association of Montreal has been postponed on account of an oversight on the part of Sir Wilfrid Laurier in putting the elections down for that date."

* * *

"The strengthening of the market is due to two causes: the end of political turmoil, resulting in the triumph of Republicanism in the United States, and the increased demand from retailers."

Once again the Republican party has been successful in the U.S. elections, and the resultant effect upon trade is a matter of much speculation.

* * *

"The story has not yet been told as to how the tube combination in the United States was recently defeated in its attempt to obtain possession of the Canadian market for iron pipe and drive out the product of home manufacturers. Then the National Tube Co., which is the proper name of the consolidation, began to investigate, and it found that the pipe was being exported to Great Britain, where it was being sold in competition with the National Tube Co's own product."

* * *

"Frank Smith, at one time hardware dealer in Guelph, Ont., died at the residence of his father-in-law, John McCrae, on Wednesday last week."

Belgian Glass Imports Soon on Pre-War Scale

THAT the Belgian glass manufacturers have made a wonderful recovery since the war and that Belgian supplies of plate and window glass will shortly be coming to the Canadian market in quantities equal with those coming prior to 1914, was the statement made to Hardware and Metal by J. D. Craig, managing director of Sanderson Pearcy & Co., Toronto, who has just returned from a trip to Europe. The significance of this statement is more apparent in view of the fact that prior to the war Belgium supplied 75 per cent. of Canada's requirements of plate and window glass. Canada has been receiving large supplies of glass from the United States to fill her requirements during the war period and up until the present. Glass has been shipped to Canada from the United States despite the fact that U. S. manufacturers could easily dispose of their output at home. However, Canadian trade, under these circumstances, was not receiving as much attention as before the war and the change is therefore of importance. Mr. Craig reports that paint, varnish and glass business is good and bookings are being made for spring in satisfactory volume.

Woodenware Tendencies Are Strong

THE present tendencies on wooden ware of all kinds are steadily strong. In the face of readjustments downward for a number of lines, the market, according to the Montreal representative of wooden ware manufacturers, will show little if any recession in values, and prices may even move the other way.

"There is a shortage of the dried lumber needed for these lines," this informant stated. "With so great a demand as there has been for some time, the supply is six months short of demand, and it will be a year or two before the lumber that is now cut can be sufficiently dried out to use for making the average wooden ware product. One of the reasons for the lumber shortage is that of the scarcity of labor to cut the timber. Thus, from the forest to the mill there has been an under-production, and this accounts for present strong markets. I do not expect that there will be any change of price for some time, perhaps not until these conditions are overcome."

Labor-Saving Devices in Farm Homes

LONDON, ONT.—Of special interest to those in the trade was an address delivered by Miss Ethel M. Chapman, of Farmers' Magazine, at the annual convention of the Women's Institutes of Western Ontario here this week. More than three hundred women, all of them leaders in the Women's Institutes of the various rural communities, heard with keen interest Miss Chapman's instructive advice on the introduction of labor-saving devices in the farm-houses.

"Are we losing sight of the individual woman in the whole-country idea?" asked the speaker. "Shouldn't we, among other things, remember that the average farm woman has altogether too much to do? (Applause.) While we are getting all sorts of power for all the outside work of the farm, the home is still being run on woman power, and that is, in the end, the most expensive power of all, because it cannot be replaced. While the city woman is getting everything done for her by mechanical devices, the farm woman is still drudging away. Why, it is really a fact that she is an economic asset on the farm, where she may not be any place else. While the farmer himself is busy installing machinery and power to carry on his end of farm toil, the housewife is doing the same tasks in the same way as they were done thousands of years ago.

"We must have educational campaigns throughout our townships so that our farm women will learn to make use of the improvements of the day, so that our farm men will recognize their importance in farm life. The procuring of demonstrations of labor-saving devices would be simple, for manufacturers would fall over themselves to get the chance to show their wares.

"The most important thing to get into a farm house is running water. If there is a power plant already installed on the farm operating outside machinery, this is simple. But the people of the country should not forget that in many districts there is a great amount of water power going to waste. A simple system is the piping of a spring to the house, and then, if the pressure is strong enough, running a washing machine, or pumping water upstairs by means of water power. Water power may also be utilized in a larger way to generate electricity. A farmer would not let twenty or thirty horses run loose in his fields without harnessing them, but often he lets thirty horsepower flow through his land unstirred.

"For farms where the introduction of electric or water power is impossible, there is always the hand washing machine to be considered, the hand vacuum cleaner, the mop wringer, etc. A dinner wagon saves steps in the serving of meals. Sinks and tables should be at the proper height and unnecessary steps should be done away with."

New Hardware Goods

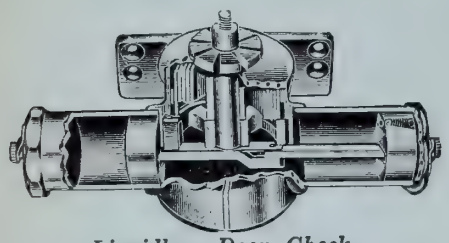
OFFERED TO CANADIAN HARDWAREMEN

JOBSON LIQUIDLESS DOOR CHECKS

The Jobson Liquidless Door Check, manufactured by the Liquidless Door Check Co., 564 W. Randolph Street, Chicago, Ill., is a new line on the Canadian market.

It is stated that 80 per cent. of all door check failures are caused by leakage of the checking liquid.

The Jobson check is built on the prin-



Liquidless Door Check

ciple of the automobile brake. The spring supplies the power to colse the door, and an expanding friction brake, lined with Balata belting, which is not affected by heat, cold, dirt or moisture, controls the speed of the door.

The brake is applied and released by vacuum and compression formed in the cylinders by the actions of the pistons, to which they are connected, it is stated. This is said to insure smooth, even closing of the door during its entire travel.

The check is made in four sizes, and in four finishes. Each check is tested and regulated for ordinary conditions at the factory and, if needed, can be regulated at any time with a screw driver.

ALUMINUM CASSEROLE

W. D. Shambrook & Co., Hamilton, Ont., are offering to the trade an aluminum casserole of their "Duro" brand.

This casserole is made entirely of aluminum, including the insert and



"Duro" Casserole

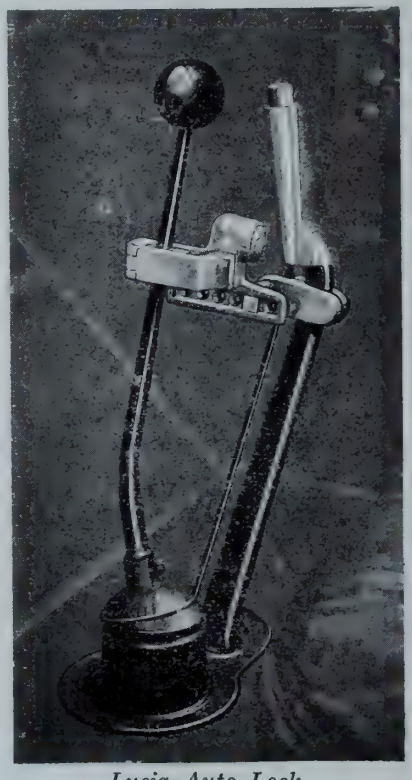
frame. Even the knob and handles are made of aluminum and it is the first all-aluminum casserole to be made in Canada.

This line is put up in colored holly boxes, making it a very attractive Christmas gift.

LUCIA AUTO LOCK

The Lucia Mfg. Co., 1123 Broadway, New York, have brought out a new auto lock, the aim of which is to prevent the loss of cars by theft.

They claim that the lock, which is attached to the emergency brake, can be



Lucia Auto Lock

fitted to any car without the aid of tools in two minutes' time, and all that is necessary in leaving car is to throw gear shift lever into reverse and snap the lock shut. In this position car cannot be driven or towed. Key has to be used to release the lock. The lock is a four tumbler Corbin and it is stated that no master key will fit it.

that no master key will fit it.

STAINLESS STEEL SCISSORS

The recent rush of orders for stainless steel cutlery emphasizes the wisdom of early placing of orders for these goods to secure deliveries.

R. S. Mitchell, of Unity Works, Langsett Road, Sheffield, England, is manufacturing stainless steel scissors in several patterns and in various sizes.

In addition this firm manufactures razors, safety razors and blades—the latter are made for use with well known standard types of safety razors. Only first-class workmen, it is stated, are employed on the production of goods made in this factory, and the stainless properties are guaranteed by the makers.

HUBBELL TOGGLE SWITCHES

The Harvey Hubbell Co. of Canada, Ltd., 7 Labatt Street, Toronto, Ont., are introducing a new line of electrical switches to the Canadian market.

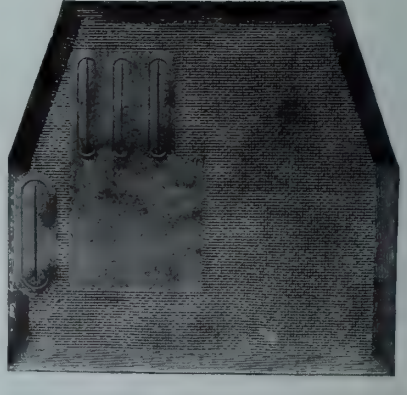
The Hubbell toggle switch differs from the ordinary snap switch in that the manipulation is by throwing a lever or toggle instead of turning a button. The advantages claimed for this type of switch are three-fold: First, the switch can be made more attractive and stronger; second, manipulation is more convenient and quicker; third, the switch is self-indicating, the position showing at a glance whether current is off or on.

The Hubbell toggle switch is made in both flush and surface types, in different sizes, and in the usual various finishes.

Dealers interested in these goods can obtain bulletins from above address.

NEW AUTO MAT

The Gutta Percha Mfg. Co., Ltd., Toronto, Ont., are bringing out a new mat suitable for all makes of Ford cars. The mat is constructed of rubber, and, as shown by the illustration, fits over brake levers and transmission gears, keeping out dust and heat from the engine in summer time and protecting the driver from the cold winds which usually find their way through these openings during the cold weather.



New Auto Mat

The flaps fit snugly over holes in bottom of car and at the same time do not, it is stated, in any way interfere with the working of levers or brake.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

THE chief features this week are the considerably higher prices made in hammocks for next season and the declines in lead pipe and lead products, says "Hardware and Metal."

A considerable number of price changes have been made and among the advances are lantern globes and lamp chimneys, bench screws, awning pulleys, grindstone fixtures and some lines of butts and builders' hardware.

Products of lead and copper show an easier tone and lead traps and bends and copper rivets are priced lower. Declines have also been made in some lines of black sheets, in harness snaps, cotton waste and cotton rope. Old materials are also lower.

In spite of lower primary markets in raw materials, prices are holding firmly in most lines of iron and steel, and there is still an apparent shortage of many articles.

Wholesalers report present business as good, and state that bookings for next spring are generally satisfactory, but in some lines there is a noticeable slowness in placing orders for future delivery.

Montreal Markets

MONTREAL, Nov. 4.—There are quite a number of changes in the way of advances and declines this week. Among the advances are higher prices for bench screws, awning and screw pulleys, grindstone fixtures, iron handles and lantern globes. There is a possibility that well wheels may go up. Among the declines appear harness snaps, cotton rope, black sheets, lead pipe, copper rivets and old material. A number of these changes were forecast in Hardware and Metal last week. Country orders are active, and jobbers are well pleased with present conditions in general.

Bars Are Steady; Delivery Improved

Montreal.

IRON AND STEEL.—Prices are steady and unchanged on iron and steel. There is a turn for the better on delivery, this being improved weekly, and the mills are now able to take care of jobbers' orders fairly promptly. There should be, from now forward, some improvement toward an easier undertone.

IRON AND STEEL

Common bar iron, 100 lbs.	5 15
Refined iron	6 65
Iron finish machinery steel	5 25
Mild steel	5 30
Band steel	5 50
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	5 20
Tire steel	5 50
Toe calk steel	6 20
Harrow Tooth Steel	5 45
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

NOTE—Refined Iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Nails Are Freer But Price Unchanged

Montreal.

NAILS.—Prices are unchanged on wire and cut nails, standard wire selling at the continued base of $6.40 and cut at $6.90. Deliveries are fairly satisfactory. The trade continues to absorb fairly large tonnage, the favorable weather conditions being conducive to outside work. There is no promise of an immediate decline, though this should materialize as a result of easing prices on the raw material, as already noted on some steel products at point of production.

Decline of 25% on Harness Snaps

Montreal.

SNAPS.—A reduction of about 25 per cent. is made effective this week on Canadian harness snaps. It is expected that this relative decline will also apply to the product of American factories, although announcement of definite nature is not made as yet.

Prices Unchanged on Building Papers

Montreal.

BUILDING PAPER.—There has been no change in the quotable basis on various grades of building paper, but manufacturers are overtaking orders pretty well at the present time. This will mean that they will seek new business, but the trade is not inclined to buy forward to any extent in view of the trend of the market on many other lines.

Roofings Are Steady, With Orders Filled

Montreal.

ROOFINGS.—Bookings on these products are well filled and manufacturers expect to be caught up with orders in the very near future. As yet, there is no suggestion of a revision of prices, but, in common with other lines, the trade is naturally expecting some easing of the undertone. This will be a matter for future consideration, manufacturers indicate.

Cotton Rope Easy; May Decline More

Montreal.

COTTON ROPE.—The situation on cotton goods continues to be easy and cotton rope is lower than it has been for a long while. The basis on 3-16-inch is now 65 cents and that on 1-4-inch and larger, 63 cents.

Black Sheets Less; Galvanized Improve

Montreal.

SHEETS AND PLATES.—There has been a more favorable turn on black sheets and they are marked down half a cent this week. This is one of the first definite results of improved supplies, and follows the definite cancellation of orders by automobile interests. As far as galvanized iron prices are concerned, there is no quotable change yet, but there may be an easing of definite character very soon. One of the factors in prospect now, as relating to the importation of English sheets, is that navigation closing will make it necessary to use all rail haul from the sea-

board. This will mean a higher landed cost, but there is a decided tendency, notwithstanding, to accept a more favorable price proposal than heretofore. A nominal condition prevails at the moment.

BLACK SHEETS—	
10 gauge	10 45
12 gauge	10 50
14 gauge	10 55
16 gauge	10 65
18-20 gauge	10 70
22-24 gauge	10 75
26 gauge	10 80
28 gauge	10 95
GALVANIZED SHEETS—	
U.S. Standard—	
10¾ gauge	15 00
28 gauge	14 60
26 gauge	13 25
22 to 24 gauge	14 05
20 gauge	14 05
18 gauge	14 05
16 gauge	12 75
English Standard—	
28 gauge	13 50 13 00
26 gauge	13 25 12 95
24 gauge	12 65 12 35
22 gauge	12 30 11 90
18 and 20 gauge	11 60 11 75

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Lead Pipe Drops 1c; *Undertone Easier*

Montreal.

LEAD PRODUCTS.—In conformity with the forecast made last week in Hardware and Metal the market is easier on lead pipe, this declining one cent a pound. The tone is easier on sheets, also, and there is likelihood of an early reduction being made on these. Solder is held unchanged, the tin market being little different from that of last week.

Lead pipe, per 100 lbs.	16 00
Lead waste, per 100 lbs:	17 00
Note.—Lead pipe is subject to a discount of	10%
Lead traps and bends	List plus 30%
Lead wool, lb.	0 15
Lead sheets, 2½ lbs.	0 14
Lead sheets, 3 to 3½ lbs. sq. ft., lb	0 13¼
Do., 4 to 8 lbs. sq. ft.	0 13
Cut sheets ¼c lb. extra and cut sheets to size. ¾c lb. extra.	
Solder, guaranteed, lb.	0 31½
Solder, strictly, lb.	0 29½
Solder, commercial, lb.	0 26½
Solder, wiping, lb.	0 26¼
Solder wire (8 gauge)—	
40-60	0 33¾
45-55	0 36
50-50	0 38¼
Zinc sheets, casks	0 16½
Do., broken lots	0 17

Wares Unchanged; No New Development

Montreal.

WARES.—There is little new development in the ware list, discounts remaining unaltered. Advices are to the effect that, for the immediate future there will be no change in the way of an advance or a decline. While there have been easing tendencies on some of the basic raw materials at point of production, this has not yet reached the manufacturer to any extent, and until high-priced materials are liquidated there is, say manufacturers, little likelihood of price revision.

Cannot Fill Orders For Various Stoves

Montreal.

STOVES AND RANGES. — Makers have had a big demand for stoves, ranges and heaters. The supply of heaters in particular has been well used up. There is a shortage of these in point of fact and a cold snap now would find many dealers short of their requirements, according to large factors in the trade. No change of price is manifest, nor is any anticipated in the immediate future.

Hardware Lines Undergo Revision

Montreal.

VARIOUS LINES.—A new list has been issued on various lines of hardware manufactured by Canadian Foundries and Forgings. Hardware and Metal understands that the readjustment embraces some declines, the list being revised to conform with present market tendencies.

Higher Cost Applies Ordinary Bench Screws

Montreal.

BENCH SCREWS.—An advance has been made in the price of iron bench screws, these selling as follows:—1 inch, per dozen, $14.55; 1 1-8-inch, per dozen, $18.35; 1 1-4-inch, per dozen, $19.60. The advance is a moderate one.

Higher in Price Are Awning Pulleys

Montreal.

AWNING PULLEYS.—A 50 per cent. increase is applied this week to awning pulleys, the following quotations being made:—

No. 71 x ½ in., 75c per doz.; ⅝ in., 80c.; ¾ in., 90c; 1 in., $1.

No. 171 x ½ in., $1 per doz.; ⅝ in., $1.05; ¾ in., $1.15; 1 in., $1.25.

No. 74 x ¾ in., 55c per doz.; 1 in., 62c; 1¼ in., 73c; 1½ in., 92c; 1¾ in., $1.20; 2 in., $1.55; 2½ in., $2.65.

No. 174 x ¾ in., 80c per doz.; 1 in., 92c; 1¼ in., $1.20; 1½ in., $1.65; 1¾ in., $2.30; 2 in., $3.30; 2½ in., $5.50.

Screw Pulleys Are Marked Up

Montreal.

SCREW PULLEYS.—Screw pulleys are advanced in price about 10 per cent. No. 45, by 1 inch is quoted at 60 cents per dozen; 1 1-4 inch, 65c.; 1 1-2 inch, 73c.; 1 3-4 inch, 90c.; 2 inch, $1.10; 2 1-4 inch, $1.25; 2 1-2 inch, $1.50.

Some Increase in Grindstone Fixtures

Montreal.

GRINDSTONE FIXTURES. — An advance has been made in the price of grindstone fixtures, 13-inch selling at $7.50 per dozen, 15-inch at $11.10 and 17-inch at $12.50.

Japanned Well Wheels Higher and Scarcer

Montreal.

WELL WHEELS.—A decided scarcity of steel well wheels prevails at the present time and prices, on the part of some jobbers, are withdrawn. There is a possibility of new prices being somewhat higher.

Iron Handles Costing More

Montreal.

IRON HANDLES. — An advance has been made this week in the price of Potts' iron handles, No. 50 selling at $2.70 per dozen and No. 55 at $2.60.

Stiff Increase For Lantern Globes

Montreal.

LANTERN GLOBES.—As was forecast in Hardware and Metal last week the price of lantern globes has been decidedly advanced. These are very scarce and manufacturers point out that labor cost and the increase cost of bringing in sand and other raw materials is responsible for the advance. Cases of 1 dozen are selling at $1.85 to $1.90 per dozen; 3 dozen, $1.70 per dozen and 6 dozen cases $1.55 per dozen. The demand is active.

Copper Rivets and Burrs Marked Down

Montreal.

RIVETS.—Copper rivets and burrs have declined somewhat this week, rivets and burrs being subject to list plus 15 per cent. and burrs only subject to list plus 50 per cent.

Demand Active For Horse Blankets

Montreal.

HORSE BLANKETS.—There is a greater demand for horse blankets at the present time than has been manifest at any time during this season. Prices are unchanged and there is unlikely to be any decided downward trend on initial orders in view of the fact that the raw material for making these was bought many months ago when orders from the trade were taken. However, on any new stock that is made up prices should go somewhat easier in view of the fact that raw materials have been softening for some time.

Hickory Is Scarce For Making Handles

Montreal.

HANDLES.—There is an active demand for various kinds of handles at the present time, particularly for hickory axe handles, which are very scarce. It is doubtful whether the trade will be able to get all it requires of these higher grade handles as the hickory stock is claimed to be very scarce.

Future Prospects Favor Corrugated Iron

Montreal.

CORRUGATED IRON.—There is a good demand for corrugated iron and the supply is somewhat improved. Orders are going forward to the trade regularly

every day, and if improvement continues to manifest itself in the sheet market, both delivery and prices should be better in the near future.

Demand Is Active; Trough Prices Held

Montreal.

EAVES TROUGH—Galvanized trough is in fairly good demand from the trade and prices remain unchanged. It is improbable that there will be any further advances and market change would be naturally in the nature of a decline, which will come as soon as sufficient improvement in the sheet market situation has developed.

Water Pipe and Elbows Unchanged

Montreal.

CONDUCTOR PIPES, ELBOWS. — There is a fairly good sale for both conductor pipe and elbows, which hold on an unchanged basis. No advances are looked for and it will not be surprising within the next few weeks if prices are revised downwards.

Iron Pipe List Steady; Very Active

Montreal.

IRON PIPE.—Little improvement is manifest over the conditions obtaining last week on iron pipe. The approach of cold weather has created even an increased demand for small sizes and galvanized pipe of 1-2-inch and 3-4-inch diameter is especially scarce. Demand will soon be falling off somewhat here and there, and then stocks should soon be in better shape, with a promise of a little easing in the undertone.

LIST NO. 46
Standard Buttweld Pipe
Per 100 Ft.

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Wrought Iron Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.81	7.41	5.91	8.01
½	7.10	8 63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.17
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Wrought Iron Galv.
2	$32.01	$ 38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2 66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4 39	4.39	5.21

Old Material Is Gradually Lowering

Montreal.

OLD MATERIAL.—The market is weakening all the time and there seems to be little promise of an improved condition this year. It is probable that prices will be marked down from time to time, for the next few months, mills not wanting material, and there being little tendency to buy ahead for any length of time. Among the definite price changes which have been recently made are the following:—Light copper, 11 cents; heavy copper 13 cents per pound; heavy melting steel $18 and boiler plate $16 per ton.

DEALER'S BUYING PRICES

Automobile tires	....	0 01
Yellow brass	0 07	0 08
Red brass	....	0 15½
Light brass	....	0 05½
Scrap zinc	....	0 05¼
Lead, heavy	0 05	0 06
Lead, tea	....	0 03½
Light copper	....	0 11
Heavy copper	....	0 13
Wrought iron, No. 1, per gr. ton	19 00	20 00
Malleable scrap (ton)	....	22 00
Pipe scrap, per ton	....	12 00
Stove plate, per ton	....	30 00
Heavy melting steel	....	18 00
No. 2 busheling	10 00	12 00
Boiler plate	....	16 00

Market Prices on Rope Are Holding

Montreal.

ROPE, CORDAGE.—There is no change in the rope situation this week, although the undertone is not a strong one. Any changes that may develop, manufacturers state, will be of a gradual nature. Prices are as follows:—Pure manila, base 33 1-2 cents; New Zealand and beaver manila, 26 cents; and sisal and lathyarn 21 1-2 cents.

Steady Trade For Oil and Gasoline

Montreal.

COAL OIL, GASOLINE.—There is a fair demand for coal oil, which still holds at 31 cents a gallon. Gasoline is also held unchanged at 43 1-2 cents and 48 1-2 cents per gallon according to trade, and there is a seasonably good demand for this. No changes from a price standpoint are anticipated at the present moment, and the recent increase in freight rates has been a factor in holding values as they are.

Ingot Markets May Have Touched Low Spots

Montreal.

INGOT METALS.—While the market is still very quiet on most ingot metals, the low levels, some feel, have been touched on a number of these. Copper is still weak and competition is keen, while tin, during the past few weeks, has been firmer in London.

TIN.—A firming of the quotable basis, in London, is a recent feature, but prices here hold at around 50 cents a pound.

COPPER.—Owing to a keen competition, accumulation of supplies and a retarded buying on the part of the trade, copper has proved uninteresting and still rules easy. The basis for electrolytic holds at 21 cents per pound and that for casting 20 1-2 cents.

LEAD.—Prices are ruling around 8 3-4 cents here. As far as supplies from abroad go there will be a necessity, in the immediate future, of bringing these to hand via rail from seaboard. This will tend to steady prices owing to freight charges. Trade is quiet.

SPELTER.—Considerable softening of the basis has been in process for some time and big factors are of the opinion that future tone will improve and that the present quotation of 9 1-2 cents to 9 3-4 cents may be maintained.

ANTIMONY.—The basis of last week, 8 3-4 cents, is still holding. Supplies are ample and trade is limited. This price may continue to rule, some think, and is considered quite low.

ALUMINUM.—Little new development has been manifest. The tendencies are perhaps more steady than on some of the ingots and trading is effected at from 35 cents to 36 cents per pound.

Toronto Markets

TORONTO, Nov. 4.—Some basic lines have been altered in price this week. New prices for hammocks for next season show an increase of about 20 per cent. over this year's prices.

Considerably higher prices are in effect on lantern globes.

Lower prices, which have been expected for some while, are made on various grades of cotton waste. Reduced quotations on lead pipe and on lead traps and bends are noted, and brass and copper show lower prices.

Among ingot metals tin has declined in price again with other metals weak.

The scrap metal market is very weak with prices only nominal.

Improvement in deliveries of some lines is noticed, but there are many shortages still.

Current business is reported as being very good and spring bookings satisfactory in many lines. Other lines are slower, but jobbers state that business is above the average generally.

Iron and Steel Hold Firm; Supplies Improve

Toronto.

IRON AND STEEL.—Not very much alteration has taken place in the situation regarding this market since last week. Supplies and deliveries on general lines are not too bad. Cold rolled steel, however, is on the short list. Prices on

local markets remain unchanged without any indication of readjustments. In outside markets pig iron is easier and coke has had a drop in price, but foundry coke, which until recently has been selling at $16 has declined to $10 a ton, but it has a long way to go before it reaches the $1.50 of five years ago.

Following are general quotations on bars, angles, etc.:

IRON AND STEEL

Common bar steel, 3-16 in. and lighter	$ 6 25
Common bar steel, ¼ in. and heavier	5 75
Common bar iron, 3-16 in. and lighter	6 25
Common bar iron, ¼ in. and heavier	5 75
Angle base	6 00
Horseshoe iron	6 00
Tire steel	5 95
Band steel	6 60
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	6 00
Hoop steel	7 50

Pipe Shows Little Improvement or Change

Toronto.

WROUGHT PIPE.—Manufacturers of wrought pipe state that an improvement in conditions will shortly be evident in this line, and some jobbers report an improvement in deliveries of certain sizes. Better transport facilities have caused supplies of "skelp" to be more readily available and mills are now in better condition to fill orders and to take care of business. In the meantime, however, it is very difficult to procure the smaller sizes and plumbers and steamfitters are up against it in completing jobs. The demand is likely to continue active while stocks are in such poor shape. New lists of freight rates to principal points east of Port Arthur are out and net shipping points are Chatham, Guelph, Hamilton, London, Montreal, Toronto, and Welland.

Standard Buttweld Pipe
List No. 46
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8.63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	23.74
2	28.31	34.97	32.01	38.67
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
2	$32.01	$38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2.66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4.39	4.39	5.21

Malleable Fittings Are Still Scarce

Toronto.

PIPE FITTINGS.—Very little change is reported in supplies of pipe fittings and some sizes of malleables are very scarce. Unions especially figure on the shortage sheet conspicuously. Some lines are stated to be coming round more freely and stocks are still very low.

PIPE FITTINGS

Cast iron fittings	Plus 10%
Plugs	7½%
Bushings	10%
Unions, ¼-in. to 2½-in.	30%
Do., ⅜-in. to 3-in. and larger	25%
Dart unions, ¼-in. to 2-in.	8%
Do., 2½-in. and larger	Plus 5%
Nipples, up to 4-in.	50%
Do., 4½-in. and larger	40%
Do., running thread, 4-in. and under	20%
Couplings, 4-in. and under	20%
Couplings, 4½-in and larger	Net list

MALLEABLE FITTINGS

	Black	Galv'd
Class A	0 70	0 85
Class B	0 30	0 40
Class C	0 20	0 30

Hammock Prices Approximately 20% Higher

Toronto.

HAMMOCKS.—New prices are made for hammocks for next season and are approximately 20 per cent. above this year's prices. The increase looks strange in view of the reductions made in wool and cotton clothing, etc., but the manufacturers state hammock prices ruling last season bore no relation to cost of yarns, etc., which were based on costs previous to the rise in yarn prices of that year, and hammock prices were not increased during the season. They further claim that this year in setting prices they are gambling on prices of material coming down, otherwise the increase would be larger than it is.

Rope and Cordage; Quiet Without Change

Toronto.

ROPE AND CORDAGE.—Bookings for next season's requirements in rope and twine are now coming in. Jobbers report a little hesitancy on the part of some dealers to place their orders. Quotations are unchanged at 33½ cents per pound base for pure manila; New Zealand hemp and beaver manila at 26 cents, and sisal at 21½ cents.

Big Increase in Lantern Globe Prices

Toronto.

LANTERN GLOBES.—A considerable increase goes into effect on lantern globes. The new prices are approximately 50 per cent. above previous ones. The following are the new quotations: Short or long globes in paper cartons—1 doz. to case, $1.85 per dozen; 3 doz., $1.65; reflectors, 7-inch, $6.50; 8-inch, $10.

Some Lower Prices on Cotton Waste

Toronto.

COTTON WASTE.—The cotton waste market has been holding firmly considering the declines in other lines of cotton products and the state of the raw cotton markets. A reduction has been expected and lower quotations are now in effect on many lines ranging from 1 to 3½ cents per pound according to grade. Latest quotations are as under:

WASTE—WHITE

XXX	0 23
XX, grad.	0 21½
XLCR	0 20
X Empire	0 18½
X Press	0 16½
XC	0 17½
XXX	0 21½
XX	0 19½
X	0 18½
Polishing	0 27
Cream, Polishing	0 22½

COLORED

No. 1	0 15
No. 7	0 14
No. 1A	0 13
No. 1B	0 12
Fancy	0 18
Lion	0 16
Standard	0 14
Popular	0 12
Keen	0 10

Above lines subject to trade discount for quantity.

Copper and Brass Have Easier Tone

Toronto.

COPPER AND BRASS.—An easier tone is prevailing in copper markets and recent declines in U.S. copper have brought the price down to pre-war levels. Large quantities of war material in the form of copper shell bands have also been thrown on the market. There has been a steady demand for sheets and with a lessened output of the automotive industry supplies are freer. Latest quotations are: Copper rods, 40 cents per pound; soft sheets, 16-oz. and heavier, 41 cents per pound; tubing, 45 cents plus extras. Brass sheets 35 to 39 cents; brass rods, 33 to 35 cents; brass tubing 42 cents plus extras. Above prices for full sheets and bars.

Compression Goods Normal and Unchanged

Toronto.

COMPRESSION GOODS.—Sales in compression goods and valves are reported to be normal. Stocks are in fairly good shape and no alterations in quotations are recorded. Following are prices on these goods:

Compression work, standard	25%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	28-30%
Flatway stop and waste cocks, standard	25%
Roundaway stop and waste cocks, standard	25%
Brass steam cocks, standard	add 10%
Globe, angle and check valves, standard	add 5%
J.M.T.	plus 10%
J.M.T. C.	Net
Gate or straightway	Net
Jenkins gate valve	10%
Standard gate	list plus 5%
Jenkins Globe	list plus 20%
Radiator valves, standard	23%

Wares Holding Unchanged Supplies Are Better

Toronto.

WARES.—A good demand for all kinds of wares is being maintained and prices are holding unchanged. Manufacturers state that supplies are in better shape than they were formerly, as deliveries of raw materials are now considerably better and are easier to obtain. The shortages during the past season though have been many in the various lines and are keeping factories busy filling back

orders and replenishing depleted stocks. Little expectation is held of any decline in prices at present.

Nails Improving, But Scarce Yet

Toronto.

NAILS.—No changes have been made in quotations of wire or cut nails. There is a big scarcity in cut nails and in certain sizes of wire nails, but an improvement is noticed in deliveries of wire nails. The base price of wire nails is $6.40, and of cut nails $7.35, per keg.

Roofing and Fibres; Prices Maintained

Toronto.

ROOFING AND FIBRES. — No changes are reported in roofings or dry or tarred sheathings. Prices are holding firmly and present demand is very steady. Roofing cement and coal tar are firm and unchanged.

Gasoline and Coal Oil Holding Firmly

Toronto.

GASOLINE AND COAL OIL.—Prices are being maintained firmly on these products and no change is expected. The demand is exceptionally good. Royalite is quoted here at 29½ cents per gallon and motor grade gasoline at 42 cents.

Cotton Rope at Lower Prices

Toronto.

COTTON ROPE.—Following declines in the cotton market, cotton rope is now quoted at 68 cents base. Lower prices are in effect on all cotton lines, seine twines, sash cord, wrapping twines, awning cord, and cotton clothes lines are all marked down, as noted in a recent issue of Hardware and Metal.

Copper Rivets and Burrs Reduced in Price

Toronto.

COPPER RIVETS.—New prices are in effect on copper rivets and burrs. The all-copper rivet is now quoted at list plus 15 per cent. instead of list plus 20 per cent. Rivets with burrs are selling at list plus 15 per cent. also, and the new discount on the copper burr is now list plus 50 per cent. in place of list plus 60 per cent.

Corrugated Fasteners Now Twenty P.C. Off List

Toronto.

CORRUGATED FASTENERS. — The new discount on the plain edge corrugated fasteners is now 20 per cent. off list instead of 35 per cent. as formerly.

Easing of Prices in Lead Products

Toronto.

LEAD PRODUCTS.—There has been a reduction foreshadowed in lead products for a little while and some lines are easier this week. Some lines of solder are also lower. Lead has been very weak in primary markets for some time but shows a tendency to become steadier of late.

Lead Pipe Down One Cent Per Pound

Toronto.

LEAD PIPE.—A reduction of 1 cent per pound has been made in the price of lead pipe this week, due to recent declines in the pig lead market. Lead pipe is now quoted at 16 cents per pound, list; lead waste pipe at 17 cents and waste pipe over 8 inches in size at 18 cents, all less 10 per cent.

Lead Traps and Bends Reduced in Price

Toronto.

LEAD TRAPS AND BENDS.—A reduction of about 12 per cent. has been made in the price of lead traps and bends and these goods are now quoted at list plus 15 per cent. instead of list plus 30 per cent.

Sheets and Plates Improve But Slowly

Toronto.

SHEETS AND PLATES.—Conditions are slow in improving in this market in sheets and plates. Better deliveries from the mills were promised, and in some instances promises have been fulfilled, but reports of scarcity and shortages in the lighter gauges and in galvanized sheets are very prevalent and jobbers announce their continued inability to execute orders received. One buyer who had just returned from a visit to the mills in the Pittsburgh district informed Hardware and Metal that he found the steel plants in better shape for business than they had been for a long while, with stocks much improved, but prices were very firm and quotations could only be had for immediate shipment, and many of the mills claim to be booked up for the balance of the year and will not quote for first quarter of 1921.

BLACK SHEETS

14 gauge	$10 15
16 gauge	10 25
18-20 gauge	10 70
22-24 gauge	10 75
26 gauge	10 80
28 gauge	10 50
3-16 inch plate	7 00
¼-inch boiler plate	6 50

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier	Apollo	
10¾ oz.	$12 50	13 25	$15 00
U.S. 28	12 70	12 85	14 75
U.S. 26	12 40	12 55	14 25
22 and 24	12 25	12 40	14 00
18 and 20	11 95	12 10	13 75
16	11 95	12 10	13 50
12 and 14	11 20	11 95	....

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Waste Materials Dull; Some Lower Prices

Toronto.

WASTE MATERIALS. — The downward trend in prices is reported on all sides in scrap materials. A very light amount of business is being done in iron and steel. Prices are for the most part nominal and show no actual value at the present time. With little trading in evidence there is a wide divergence between dealers' ideas of values. It is stated that dealers are holding for a raise instead of attempting to dispose at current levels. Average prices are:

WASTE MATERIAL

No. 2 busheling	$13 00
Stove plate, per ton	32 00
Yellow brass	0 10
Red brass	0 15¾
No. 1 machinery cast	33 00
Heavy melting steel	18 00
Heavy copper	0 16
Scrap zinc	0 06
Light brass	0 08
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Heavy lead pipe	0 05¾
Tea lead	0 03
Automobile tires	0 02½

Thumb Latches Selling; Prices Higher

Toronto.

THUMB LATCHES.—A good demand is being experienced for these goods and prices are very firm. Present quotations on steel latches are: No. 2, $2.70; No. 3, $3.10; No. 4, $8.20.

Builders' Hardware Selling Some Lines Advance

Toronto.

BUILDERS' HARDWARE.—Sales of builders' hardware have been very good lately and the fine weather has helped out building operations considerably. Prices continue ruling very firm on most lines and the Canada Steel Goods Co. announce increases on some of their lines. Among those that are being increased are ball bearing butts, No. B.B.241; some sizes of No. 241 butts in all finishes, No. 1076 C.W. Bolts and No. 50 gate hooks.

Electric Heaters; Good Sales; Present Prices

Toronto.

ELECTRIC HEATERS.—The demand for these goods has been exceptionally good this season and sales of the different makes have been very large. Prices are ruling firmly and little expectation of any decline is held. Quotations on following makes are Majestic, 1 br., $11.50; 2 br, $17.50; discount 27½ per cent. Glower Heater, $12; Heatray, $14; discount 22 per cent. to 33 per cent. according to quantity.

Ingot Metals Dull; Few Changes

Toronto.

INGOT METALS.—Trading in ingot metals generally has been dull and un-

certain locally with U. S. markets disturbed by elections. Few changes are noted in prices but tin and copper are weaker.

TIN.—A weaker tone is manifest in tin. Lower quotations are stated to be due to differences in exchange rates. It is quoted at 49 to 50 cents.

COPPER.—Further weakness is evident in copper and it witnessed another decline in the latter part of the week. At quoted levels it is selling considerably below the cost of production which is now being curtailed still further. Local quotations are unchanged.

LEAD.—Another dull week is reported in this metal but values held fairly steady. Stocks are said to be increasing. Quotations here are around 9 cents.

SPELTER.—Very little business has been done in this and prices are unchanged from last week. Quotations are 9½ cents per pound.

ANTIMONY.—Weak and dull is the verdict on this with quotations at 10 to 14 cents.

ALUMINUM.—No new developments are noted in this metal and a dull week has been the market report with no change in quotations of 37 to 39 cents.

London Markets

LONDON, Ont., Nov. 4—The outstanding features this week are the reductions in the price of all cotton goods. Prices on most lines manufactured of metal are very firm. Copper rivets are slightly reduced as are also turpentine and linseed oil. Higher prices are quoted for lantern globes. Although some lines of hardware are coming along in larger quantities there is still a considerable shortage in many good selling lines. Hardware merchants here have found business good during the past week and prospects appear bright for it continuing so. Collections are very good.

Another Slight Decline in Linseed Oil

London, Ont.

LINSEED OIL.—A further slight decline has taken place in linseed oil prices, making quotations at two cents less than last week. Following are latest prices:

	Raw	Boiled
1 to 2 barrels, gal.	1 45	1 48
3 to 5 barrels, gal.	1 44	1 47
6 to 9 barrels, gal.	1 42	1 45

Less barrels, add 15c. gal.

Turpentine Now Ten Cents Less

London, Ont.

TURPENTINE. — Present prices on turpentine show a decline of ten cents per gallon during the past week. Present quotations are as under:

1 barrel lots, gal.	1 95
2 to 4 barrel lots, gal.	1 94
5 gal. lots, gal.	2 10

Light and Seasonable; White Lead Sales

London, Ont.

WHITE LEAD IN OIL. — No further changes have taken place in the white lead situation or prices. The sales of this product are seasonably light.

Quotations are:

Pure, tons, $20.45 per 100 lbs.; less ton, $20.80; Elephant, tons, $20.95 per 100 lbs.; less tons,

Putty Selling Well; Prices Firm

London, Ont.

PUTTY. — A good demand is being felt for putty here at present and prices keep very firm. Present quotations are given.

	Per 100 lbs.
Standard, 100-lb. drums	8 55
Do., 25-lb. drums	8 80
Pure, 100-lb. drums	11 05
Do., 25-lb. drums	11 30

Nails Showing Continued Good Sales

London, Ont.

NAILS. — A continued good business is being done in wire nails and stocks are improved, but are not yet normal. Wire nails are quoted $6.25 base, and cut at $7.50 base.

Higher Prices on Bung Borers

London, Ont.

BUNG BORERS. — There is a new and higher price out for bung borers, and these are now sold at $2.75 each for No. 1 size, and $4 for No. 2.

Decline in Cost of Copper Rivets

London, Ont.

COPPER RIVETS. — New discounts out on copper rivets and burrs show a decline. Solid copper rivets formerly quoted at list plus 20 per cent. are now list plus 15 per cent., and quotation is made for rivets with usual proportion of burrs at list plus 15 per cent. Burrs only, quoted at list plus 50 per cent. instead of list plus 60 per cent.

Sash Cord Again Reduced

London, Ont.

SASH CORD. — A further reduction is reported on sash cord and new quotations are:

No. 6, 88c. lb.; No. 7, 87c; 8 to 12, 86c.

Awning Cord New Lower Prices

London, Ont.

AWNING CORD. — A new and lower price is effective on braided awning cord, and these now sell at:

No. 3, $1.70 doz. hanks; No. 3½, $2.50; No. 4, $5.35; No. 4½, $7.35.

Cotton Bed Cords Reduced in Price

London, Ont.

BED CORDS. — The new prices for cotton bed cords show a decline due to lower raw cotton markets. Following are new quotations:

Twisted, 30 ft., $2.70 doz.: 48 ft., $4; 60 ft., $4.90.

Seine Twines Reduced in Price

London, Ont.

SEINE TWINE. — With other cotton goods reduced, seine twines now sell at new lower prices. Following are new quotations:

No. 18 and larger, 1-lb. cones, 99c lb.; No. 18 and larger, ¼-lb. cones, $1; No. 15 and smaller, 1-lb. cones, $1; No. 15 and smaller, ¼-lb., $1.01.

Lower Quotations on Canvas Belting

London, Ont.

CANVAS BELTING.—New discounts are out for canvas belting and it is now quoted at 40/5 per cent. off list. This is a reduction.

Johnson's Floor Wax Costing Less

London, Ont.

JOHNSON'S FLOOR WAX. — S. C. Johnson's prepared floor wax is now quoted at 33 1-3 per cent. off list. This is a reduction on the old price, due to the fact that Johnson products are now made in their new Canadian factory at Brantford, Ont.

Bernard Pliers Again Available

London, Ont.

PLIERS. — For some time Bernard side cutting pliers have been off the market, but this line is again available and is selling unchanged at following prices: No. 102 x 4½-inches, $20; 5½-inches, $24.50; 6½-inches, $29.50; 7-inches, $33.50.

Good Demand For Stove Boards

London, Ont.

STOVE BOARDS. — A very good sale at present is being experienced for stove boards. The wood lined is quoted at list, plus 10 per cent., and the paper lined at list, plus 10 per cent.

Stove Pipes and Elbows Find Big Demand

London, Ont.

STOVE PIPES AND ELBOWS. — These goods are very much in demand just now and it is doubtful if stocks will be sufficient to meet requirements. Prices are as under:

Stove Pipes—Made up, 6 in., common, $23.57 per 100 lengths; bright, $29.45; 7 in., $26.09; Bright, $31.22 per 100 lengths.

Easy Lock—6 in., $25.46; 7 in., $27.28 per 100 lengths.
Stove Pipe Elbows—6 in., Light, $3.15 doz.; heavy, $3.65; 7 in., light, $3.50; heavy, $4.09.

Ash Sifters Are Now Moving Well

London, Ont.

ASH SIFTERS. — Good sales are being made in ash sifters, and prices of these goods are the following: Common wood sides, $3.75 dozen; Banner, $3.65 each; Rocker, No. 1, $6.25 each.

Weather Strip Selling; Present Quotations

London, Ont.

WEATHER STRIP. — A good business is being done at present in weather stripping. The Frost King is quoted at $5.75 per doz. packages, and the wood and felt at 55/5 per cent. off list.

Good Sales For Furnace Scoops

Toronto.

FURNACE SCOOPS.—These articles are in great demand and are selling at $10 per doz. for light socket, and $12.50 for heavy.

Snow Shovels; Present Quotations

London, Ont.

SNOW SHOVELS. — Present quotations on snow shovels are very firm. Orders have been very satisfactory for these goods. Present prices are:

Prince or No. 20, $11.25 doz.; King or No. 40, $15; Queen or No. 30, $12.50; Moose or No. 50, $18.75.

Good Sales Now For Bucksaws

London, Ont.

BUCKSAWS. — A good demand is being experienced for bucksaws and present quotations on following makes are as under:

Happy Medium, $11.50 doz.; Whiting Pride, $12; Arrow Head, lance tooth, $15.30; Prince Rupert, lance tooth, $15.30; Disston, lance tooth, $15.30.

Lantern Globes Higher; About 50% Increase

London, Ont.

LANTERN GLOBES. — A considerable increase has taken place in prices of lantern globes, and the new quotations on these lines are: Short or long pattern, 1 doz. to case, $2 per doz.; 3 doz. to case, $1.80; 6 doz. to case, $1.60.

Cow Chains and Stall Fixtures Scarce

London, Ont.

COW CHAINS AND STALL FIXTURES. — A shortage is apparent in cattle chains and stall fixtures. Chains are selling at list plus 40 per cent., and hollow stall fixtures at $2.50.

Leather Soles and Heels Having Good Sale

London, Ont.

LEATHER SOLES AND HEELS. — No change has been made recently in prices of leather half soles or leather heels, and the sales of these goods have been very good. Quotations are the following:

No. 37½, ladies, assorted, $2.15 doz. pr.; No. 31½, boys, assorted, $2.90; No. 123, men's assorted, $3.55; No. 122, men's, assorted, $3.70; No. 121, men's, assorted, $4.05; No. 122, all sizes, $4.44.

Rope Unchanged; Sales Light

London, Ont.

ROPE. — No further change is reported in rope prices, and at the present time sales are rather light. Base quotations are given.

Pure Manila, 33½c lb. base; Beaver Manila, 26c; New Zealand Hemp, 26c; Sisal, 21½c.

Winnipeg Markets

WINNIPEG, Nov. 4—The few price changes made this week are of a higher nature and quotations on most hardware lines are holding firm, and apparently hardware prices generally will be firm for some time. There are a number of inflated prices in commodities, and it is only on these lines that prices can be lowered to-day and leave a legitimate profit for the manufacturer. Goods manufactured from iron, steel and copper show no indications of any decline. Nails are very scarce here and it is doubtful if an order for twenty-five kegs could be filled at the present time in its entirety. Woven wire fencing is scarce and seems likely to advance in price. A slight revision has been made in the price of conductor pipe and elbows and eavestrough, which show higher prices. Advances have also been made in the prices of metallic siding, metallic shingles and corrugated iron.

Cast Iron Fittings Advance in Price

Winnipeg.

FITTINGS.—The price has been revised on cast iron fittings and following are the quotations showing an increase.

Elbows, Tees, Crosses, Return Bends, Caps and Locknuts, 20% advance on list.
Reducers, 10% advance.
Bushings, net list.
Plugs, net list.
Flanged Unions, standard, 20% advance.

Higher Prices Quoted For Lamp Chimneys

Winnipeg.

LAMP CHIMNEYS.—Higher prices are recorded this week for lamp chimneys and are as follows:

Rochester—One dozen in case, No. 2, $2.70 doz.; No. 3, $4.40 doz. Six dozen in case, No. 2, $2.60.
Belgian—No. 00, $4.40.
Pittsburgh Mammoth, $5.80.
Ham Headlight, $2.80.
Crimp Top—No. 1, $1.85; No. 2, $2.15.

Strand Wire Some Sizes Higher

Winnipeg.

STRAND WIRE.—A few sizes of strand wire are quoted at higher prices and are as follows: 5-16 in., $2.60; ⅜ in., $3.60; ½ in., $6.40.

No Change in Pipe Conditions or Prices

Winnipeg.

PIPE.—No change has been made in black or galvanized pipe for some time. The wrought and steel are very scarce and deliveries continue to be exceedingly slow. The demand has been large for some time and with the present stocks so depleted there doesn't seem to be any indication for a falling off of the demand for a considerable length of time. No change in price is anticipated. Quotations are as follows:

BLACK PIPE
F.O.B.

Sizes ins.	Winnipeg.	Calgary, Edmonton, Lethbridge & Medicine Hat Add to Winnipeg price.	Saskatoon Add to Winnipeg price.	Regina Add to Winnipeg price.	Brandon Add to Winnipeg price.
⅛ in. ..	$6 21	$0 30	$0 20	$0 17	$0 11
¼ in. ..	5 94	0 53	0 34	0 30	0 19
⅜ in. ..	6 12	0 70	0 45	0 40	0 26
½ in. ..	8 24	1 05	0 67	0 59	0 38
¾ in. ...	10 22	1 40	0 90	0 79	0 51
1 in. ..	15 08	2 08	1 34	1 17	0 75
1¼ in. ..	20 43	2 80	1 80	1 57	1 00
1½ in. ..	24 48	3 35	2 15	1 88	1 21
2 in. ..	32 94	4 50	2 88	2 52	1 62
2½ in. ..	53 33	7 18	4 60	4 02	2 68
3 in. ..	70 07	9 42	6 03	5 28	3 39
3½ in. ..	88 20	11 25	7 20	6 30	4 05
4 in. ..	104 40	12 33	8 53	7 46	4 80
4½ in. ..	124 20	15 61	10 04	8 75	5 62
5 in. ..	144 90	18 12	11 60	10 15	6 52
6 in. ..	188 10	23 45	15 00	13 14	8 44
7 in. ..	274 50	29 09	18 62	16 28	10 46
8L	288 90	31 25	20 00	17 50	11 25
9	397 80	42 20	26 96	23 59	15 16
10L in. ..	369 00	40 00	25 60	22 40	14 40

Galvanized Pipe

Size ins.					
⅛ in. ..	$8 69	$0 30	$0 20	$0 17	$0 11
¼ in. ..	8 28	0 53	0 34	0 30	0 19
⅜ in. ..	8 46	0 70	0 45	0 40	0 26
½ in. ..	9 95	1 05	0 67	0 59	0 38
¾ in. ..	12 51	1 40	0 90	0 79	0 51
1 in. ..	18 50	2 08	1 34	1 17	0 75
1¼ in. ..	25 02	2 80	1 80	1 57	1 00
1½ in. ..	29 93	3 35	2 15	1 88	1 21
2 in. ..	40 28	4 50	2 88	2 52	1 62
2½ in. ..	65 39	7 18	4 60	4 02	2 68
3 in. ..	86 40	9 42	6 03	5 28	3 39
3½ in. ..	107 10	11 25	7 20	6 30	4 05
4 in. ..	126 90	12 33	8 53	7 46	4 80
4½ in. ..	152 10	15 61	10 04	8 75	5 62
5 in. ..	177 30	18 12	11 60	10 15	6 52
6 in. ..	229 50	23 45	15 00	13 14	8 44
7 in.		29 09	18 62	16 28	10 46
8 in.		31 25	20 00	17 50	11 25

Metallic Shingles and Siding Costing More

Winnipeg.

METALLIC SIDING AND SHINGLES. —Owing to scarcity of material and

higher freight rates the prices have been advanced on metallic siding and shingles. Following are the quotations:

Metallic Shingles—Galvanized, $12.15; painted, $9.45. Metallic Siding—Galvanized, $10.58; painted, $8.10.

Galvanized Corrugated Iron Advanced

Winnipeg.

GALVANIZED CORRUGATED IRON.—An increased price is being asked for corrugated galvanized sheets on account of higher freight rates, and 28-gauge is now quoted at $10.80, and 26-gauge at $11.70.

Galvanized Sheets Still Very Scarce

Winnipeg.

BLACK AND GALVANIZED SHEETS.—There is no improvement in the situation as regards galvanized sheets. The lighter sheets are very scarce and hard to procure. Under the circumstances prices are liable to change, and though quotations are generally unchanged there is said to be very little changing hands at those prices. It is reported that the mills are in better shape to make deliveries, but up to now there has been no indications of promises being filled. Stocks of galvanized sheets are very low and it will take some time to replenish stocks in the market, and prices are not likely to change until supplies are more plentiful. Prices are mostly nominal.

BLACK SHEETS	
10 gauge	10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65
GALVANIZED SHEETS	
16 gauge	12 35
18-20 gauge	12 50
22-24 gauge	12 65
26 gauge	12 80
28 gauge	13 40
10¾ oz. gauge	13 80

Wares in Good Demand; Prices Hold Firm

Winnipeg.

WARES.—Manufacturers state there is a good demand for all classes of wares. As there is still a scarcity of sheets many lines are short which have to be supplied in time. Galvanized ware is still scarce and prices are holding firm.

Pittsburgh Markets

PITTSBURGH, Nov. 4.—Steel production has declined still further and in some cases mills are operating at only about half capacity due, it is stated, to cancellations, postponements of delivery and smaller order books.

There have been a few changes in steel prices and the tendencies are still downwards.

Semi-finished steel has been quoted in a strictly nominal way at about the same levels of last week. The demand for bars showed considerable slackening and the plate market was devoid of life during the week.

The pig iron market continues to drift toward lower levels and further substantial declines are registered in basic iron.

Coke is on the decline, foundry coke at $13, and furnace coke at $10, being a drop of $8 from recent high levels and consumers talk confidently of further declines.

A reduction in the shortage of freight cars is announced at the same time that an increase in the volume of traffic handled by the railways is shown.

PITTSBURGH, Nov. 4. — There has been a further decline in steel production, the rate now being not over 90 per cent. of the average rate in August and September. The Steel Corporation is operating its various plants as well as car supplies and fuel supplies permit, and a few of the large independents are doing almost as well, but some large independents and the great majority of the smaller mills have begun decreasing output in the past week or two, or have carried farther a decrease already begun. In a few instances mills are operating at only 50 or 60 per cent. of capacity.

With many of the mills that have decreased production the cause is simply that the mills have largely run out of orders. These are mills that sought the highest possible prices, and necessarily had to keep their order books relatively clear so as to be able to make the deliveries that brought the highest prices. When the market turned dull these mills could not fill their order books by reducing prices because sufficient business was not available at any price.

With the other mills the case is one of cancellations and postponements of delivery. The mills seemed to be sold up for several months, but cancellations and postponements have made quite a hole in the weekly requirements of customers. Mills in this position are indisposed to cut their prices, as they still have a large volume of business ahead, though not for as heavy deliveries week by week as they could make by operating full. It would be disadvantageous for such mills to cut prices, since that would jeopardize the contract business on books and would not bring enough new business in to make up.

Steel Price Changes

The independent reported a week ago as having put out a price of 2.35c on merchant steel bars, equal to the Steel Corporation price, has since withdrawn the price, and is now quoting 3.00c, without having booked a great deal of business at the cut. This illustrates how little business can be gotten by the mills that are maintaining prices. Quotations commonly run from 3.00c to 3.25c, these prices being adhered to for the sake of protecting contract business on books.

The plate mills still call 3.25c the general market on plates, but admit that it is practically impossible to obtain more than 3.00c. In actual competition this price is shaded, the lowest priced transaction lately reported being one involving 3,000 tons at 2.85c. Western mills, however, have been quoting a lower Pittsburgh basis than this, but would not ship eastward, as that would be against their freight.

Black sheets are now available from several independents at 6.50c, if the specification is at all desirable. On galvanized 8.75c has been done, but this is considered exceptionally low, 9.00c being a more common quotation. Blue annealed can be had on the basis of 5.00c, except perhaps for gauges 14 to 16.

The American Sheet and Tin Plate Company will probably open its order books before the end of the month for first half contracts with manufacturing consumers and first quarter with jobbers. On account of restricted operation the company will carry considerable business into the new year that was booked for the present half year, probably about two months of work in sheets and three months in tin plate. Customers' allotments for the half year will be correspondingly restricted, making the tonnage carried over plus the new contract equal a half year's estimated requirements. As is customary, the independents are expecting, or at least hoping, that the Steel Corporation will advance its prices on sheets and tin plates, but there is no indication whatever that any change will be made from the prices adhered to since the Industrial Board adjustment of March 21, 1919, these prices being: Blue annealed sheets, 3.55c; black sheets, 4.35c; galvanized sheets, 5.70c; tin plate, $7 per base box.

Coke and Pig Iron

Connellsville coke for spot shipment has continued its decline in the past week. Last week's report recorded a decline in spot furnace coke from $17 to $14, while at this writing the market is down to $10. Foundry coke, which had declined only slightly, has been declining more rapidly and is now down to $13. It lags behind furnace coke in

the decline but will no doubt eventually show the natural differential above furnace coke, which is hardly more than $1 a ton, if as much. The decline in spot coke is due to so many furnaces having banked or blown out, or deciding to do so in the very near future, whereby shipments on requirement contracts had to be curtailed, leaving more coke to be offered in the spot market.

There is much speculation now as to where coke will stop in its decline, but there is very little foundation for making predictions. While some observers seem to think that because coke sold at $18 to $19 last August it cannot decline more than so much below that level, there is no definite percentage named as permissible under market conditions. On the other hand, coke sold at $1.50 in May, 1915, and at $3.60 in April, 1919, just after the Industrial Board adjustment in pig iron and steel prices. One theory is that coal is going to find a level at about $4, and that this will put coke at about $7, on the basis of its requiring one and a half tons of coal to make a ton of coke, with $1 for the conversion.

While everyone agrees that pig iron is going to decline until it finds a stable level, the market only makes an occasional step towards the requisite readjustment, inquiries being so infrequent that furnaces have little temptation to reduce their quotations. Basic remains quotable at the reduced price of $40, valley, reported a week ago. Foundry and Bessemer have each declined $2 in the week, to $45, valley. The decline in foundry quotations was precipitated by an inquiry for 200 tons for delivery at Pittsburgh. Several valley furnaces tried to get the order by quoting $45, furnace, or less, but a lake front furnace is understood to have gotten the business by making a still lower price. Bessemer declined to $45 without any transactions being reported, the case being simply that a producing interest offered iron at the $45 level.

One valley furnaceman predicts that pig iron will recede to the Industrial Board schedule of prices, evidently on the basis that in steel the Steel Corporation has remained on the Industrial Board schedule and the independent prices are universally expected to come down to the Steel Corporation level. Industrial Board prices were $25.75 for basic, $26.75 for foundry, and $27.95 for Bessemer, these prices being, generally speaking, f.o.b. furnace. No other producer admits that pig iron will get as low as that, the common prediction being that pig iron will drop to between $30 and $35. This probably means $30. There is good ground for argument that decline in steel prices to the Industrial Board schedule does not prove that pig iron should decline correspondingly, for the Industrial Board schedule, reflecting the philosophy that obtained in fixing prices during the war-time control put a rather larger percentage spread between pig iron and semi-finished steel, and between semi-finished steel and finished steel, than was obtained under open market or competitive conditions.

Sheffield Makes, Thinks and Talks Steel

Mr. Swallow, of Ingersoll, Has Had a Chance to See the Development of Changing Industrial Life in That Centre

MR. H. SWALLOW, manager of the Ingersoll File Co., returned a week or so ago from a brief trip to Sheffield. In reply to a query from Hardware & Metal regarding conditions in the steel world of Sheffield—for it's all steel there—Mr. Swallow writes as follows:

To understand the conditions in Sheffield to-day it is necessary to step back a generation or so.

Originally it was a city of small units, each unit self-contained and making articles from raw material to finished product. Several of these units would occupy one building whence grew the factory which might contain up to a hundred such units each doing all the operations on a similar article. Eventually for financial and other considerations they grouped together under one executive and one firm name, but maintained their working identity. An order for five dozen tools would be received and would be handed to one of the groups where it would be completed. When orders grew in magnitude overlapping was inevitable. The system evolved craftsmen of wonderful ability but it also evolved weird and wasteful methods of handling and routing materials.

The war taught what could be done in mass production. The urgency of patriotism was behind that. Then came the armistice, and found a world utterly unstocked of all the products Sheffield loves to make—and can. But operating costs kept rising, the demands of labor increased, until the English steel man found himself in the position of his Yankee competitor years ago who was faced with the greater individual production, and the lower labor costs of Sheffield.

The demand, therefore, was for speed of production, smoothness of operation, and modern factory methods. Sheffield gasped at the prospect, grunted its disapproval of the departure from grandad's ways of doing business, but went to work to solve these problems. The modern buildings erected for shell production were utilized, expert factory organizers were called in, deals were made with the unions, and everybody rode on a wave of prosperity such as they never dreamed of. Labor kicked, and is still kicking and therein is the fly in the ointment. Production has slackened in the past few months because of the unions' resentment of labor-saving innovations.

If Sheffield can solve that problem she will again be the steel centre of the world. She has the right materials, the best methods, and the finest steel craftsmen on earth, steel men with generations of steel workers behind them who think, talk and live little else but steel and steel products. Any Canadian toolmaker who could command the same class of help would cut a swath a mile wide through the American continent.

The failure of the much-heralded coal strike in England was due to two causes: The union was not financially ready for it, and the public was, as a whole, hostile. No strike can hope to succeed in the face of popular disapproval, however "red" its leaders may be. An armistice has been called, but it may be broken at any moment. The next big strike in England will be a show down. It may culminate in a lockout by the employers who have already adopted that plan with the electricians. After a settlement (not another compromise) look out for Sheffield.

The executives who run the industries there are young men, educated by practical steel workers, and schooled in the amazing production of war years, live wires like Harry Brearley, the inventor of stainless steel, who are always a lap ahead in the production of special steels. The writer met one man much under 40, who is managing director of five large enterprises, and manages them profitably and well.

Recently, gigantic mergers of some of the oldest and wealthiest firms in Sheffield have taken place. This will further consolidate the varied interests, and has undoubtedly been caused by the understanding arrived at by the French and American steel makers who have eyes on the fat market of the European continent.

It is to be seen that Sheffield is gradually in her thorough English manner assimilating all that she can profitably use of new ideas and methods. She has always traded in the far corners of the earth, and when she gets her house in order, other nations will have to set their pace by hers.

Already her cutlery and small tools are appearing in quantity in this and other countries. Her steel makers are catching up and making fairly quick delivery. She is backed by immense wealth and can wait.

An Unusual Paint Customer

Interesting Experience of a Hardware Dealer in Selling a Large Paint Order to a Farmer—Difficult to Imagine Possibilities Involved in Each Prospect—Necessity of Close Follow Up—Price Has Little Effect—Outline Reasons for Fall Painting

THE following experience of a hardware dealer, with special reference to the paint department, is interesting and contains an effective illustration showing why the dealer should follow up every prospect in paint selling. Here it is as told to Hardware and Metal:

Early in May an old-fashioned farmer of the "tightwad" type, went into a hardware store at Newmarket, Ont., and asked for a price on 25 gallons of paint, gray color, and 10 gallons of white. The quotation was given by the dealer who never expected to see or hear from the prospect again, owing to the comparatively high price which he was forced to quote.

Weeks slipped by and the dealer figured his ideas were about to be confirmed when one day early in September the farmer returned to the store.

"Say," he said to the dealer, "remember me getting a price from you on paint a while ago?" The dealer answered hesitatingly in the affirmatie, whereupon the farmer continued, "Is it the same price yet?"

The dealer had forgotten the details of the incident, including the prices he had quoted, but after making a bluff at referring to his records he replied "Yes, the same price yet."

"All right," said the farmer, "I'll take the whole lot with me to-day."

"Have you any idea of how much that will come to?" asked the hardware dealer.

"No, and I don't care," responded the customer.

"Do you want me to take the mortgage on your farm for it?" asked the dealer.

"I guess not," replied the farmer, "I am going to pay you for the whole lot."

It was truly a surprise to the dealer to note the desire of the farmer to pay up immediately in full for such an order, though he of course knew that the farmer was well fixed. Immediately the clerks were set to work putting up the order and they had to use a few half gallons and quarts to complete it.

Hard to See Possibilities of Customers

Speaking of the incident the dealer pointed to its significance of the fact that it is not always easy to see what possibilities are involved with the various types of customers with whom the average hardware dealer is in contact. He admitted frankly that the farmer in question was the last customer he would have ever expected to get such a paint order from. Not only this, but it also shows the great quantity of paint the farmers must be in need of. During the war there is no doubt that farm properties were neglected as much as city or other property. Farm buildings require a great deal of paint, and when they have been neglected for some years they will require even more than if they had been painted regularly. Thus there is a great field open to the dealer in selling paint for the farm, but, as outlined in this article, it is necessary to follow up each prospect thoroughly in order to secure such business. The dealer can send circulars, advertising matter or personal letters, backed up with personal calls, pointing out to the prospect the fact that it is poor economy to neglect painting the buildings, especially in view of the high costs of building materials to-day.

Economy and Preservation

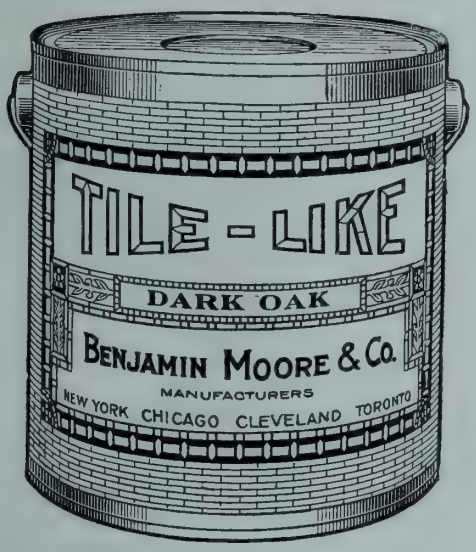
The conservation of resources and the elimination of waste were two of the big factors in helping to win the war, and these factors have a bigger place in our every-day affairs than one is inclined to credit. If customers are inclined to postpone painting until the spring the dealer is in position to offer a warning that not only is the winter season approaching, the time when exposure will bring on the greatest destruction by the elements, but in the spring of the year the old difficulty caused by a shortage of painters through everyone wanting to paint at once, will be revived. This trouble will result in a further postponement of much painting and much damage will be caused in the meantime through a lack of paint.

Members of the paint trade know that paint may be applied especially to exteriors, with greater degree of satisfaction during the fall and early winter months than in the spring. The danger of putting paint on damp surfaces is well known. When this is done blistering and peeling are almost inevitable, sooner or later. Even in well-seasoned lumber, dampness is very readily absorbed and conditions which produce dampness are far more general in the spring and early summer than in the fall.

List All Fall Painting Ideas

The paint trade know these truths, but in many cases the customer is unacquainted with them. This is why it pays to follow up all such prospects as the farmer with such information as this. The dealer can use to good advantage a list of all the fall painting ideas he can think of and if such a list is compiled both the dealer and the customer will be much surprised at the number of reasons which can be set forth and the splendid case which can be made out for fall painting. Following up every prospect and setting forth arguments such as those outlined are two of the most important factors at the disposal of the dealer in encouraging painting at this season of the year.

Tile-Like



Best for Your Customers— Best for You

Beautiful effects are always obtained when Tile-Like is used on hard or soft wood floors. It erases all scratches and marred spots on old furniture, and gives the summer wicker and porch furniture a new appearance. Linoleum or oilcloth coated with Tile-Like wears longer; it will resist water, and never turns white. One coat of Tile-Like Dead Black applied to tarnished Chandeliers, Lamps or Fire Fronts makes a beautiful finish. The housewife who buys this service-giving stain in your store has confidence in your stock and repeat sales are sure to follow.

These are some of the reasons why Tile-Like sells and will continue to do so.

A Moore Agency Will Pay You

Benjamin Moore & Co.
LIMITED
Paints, Varnishes and Muresco
Toronto Winnipeg

If interested tear out this page and place with letters to be answered.



The sales, and some of the home office, staffs of Sherwin-Williams Company at the annual convention in Montreal.

Sherwin-Williams Co. Annual Convention

MONTREAL.—"The Gatherin' 'o the Clan," as pertaining to the tenth annual convention of the sales staff of the Sherwin-Williams Company of Canada, Limited, was a memorable week for those directly interested, and the event brought together for discussion of forward plans of the company scores of salesmen from Halifax to Vancouver, divisional superintendents, sales managers and salesmen coming to Montreal headquarters for the week. New and unique programmes for the various sessions, coupled with entirely different entertainment features from those used on previous occasions, helped instil a new interest that lagged not until the close.

As plans for a convention of this nature have to be prepared months ahead of convention week, the home office staff was consequently engaged in its preparatory work since midsummer.

In Lighter Vein

The plans for entertainment this year were elaborate, embracing, in addition to noon-day luncheons at the Windsor Hotel, with pugilistic contests staged immediately following, an afternoon outing at Ste. Anne de Bellevue, Quebec, one of the beauty spots near Montreal. This was reached by special train, luncheon being ready on arrival. The outing was held on Wednesday. Very unfortunately the day was wet and overcast, and frequent showers made it necessary to call off the golfing contests and big baseball matches. The latter was staged indoor, however. Principal Harrison, of MacDonald College, kindly placed the gymnasium of the college at the disposal of the visitors, and the excitement of this game was marked as the "runners-up" scored their hits, and then worked like the Cleveland Indians to carry off honors by making home runs. President Cottingham, who had witnessed one of the World Series games at his United States' home, was loud in his praise of the fine work of his own men in piling up a good balance to their credit—(the score is withheld).

An address in the assembly hall of MacDonald College, revealing the features of the work there conducted, a trip through the grounds and buildings, the Domestic Science course and others, being explained and demonstrated, a visit to the High School and a walk through the greenhouse, gorgeous plants and flowering shrubs, looking their loveliest, helped make an afternoon of greater educational value than had been anticipated under such adverse weather conditions.

The Banquet

The banquet at the Clarendon Hotel at 6.30 p.m. called together probably 200 delegates and invited guests. This was the culminating feature of a well-filled day. A pleasing part of this hour was that of the interspersal of music, among the artists being "inimitable" Jimmie Rice, in his clever recitations and monologues. The orchestra, too, was in fine form. Many of the players are attached to the company, and their work was much appreciated.

The toastmaster of the evening, Mr. W. S. Fallis, managing director of the company, performed his duties ably, and asking to be excused from lengthy comment, called upon the president, Mr. Walter H. Cottingham, to give the address of the evening on "Our Organization."

Mr. Cottingham made reference to the humble beginnings of the company, of which he is the chief executive, tracing its growth, and stressing on what he considered the reasons contributing to the success of the company: "Good goods sold by good methods and good men will succeed anywhere," was a maxim that appealed to him strongly after 33 years' association with the industry. And again, "The biggest thing is the combination of successful men in all departments of the business."

Along the line of the latter, the speaker referred to the importance of selecting good men—men who had been successful, it might be, in a very different line of endeavor. For the man who made success in another line of work, applying the principles which made him successful there, would probably make a success if placed elsewhere. It was this class of men that made success possible in the larger sense.

More Than Profit Taking

"We are not in business only for the money we make out of it; the pleasure and satisfaction we have in associating with each other make for intense interest and close application. We take pride and pleasure in the success we have achieved. Out in Cleveland we think we know something about playing baseball; you boys know how to play as well as work."

Mr. Cottingham believed that their own organization was as a college or training school, and interspersed his address along this line with well-chosen anecdotes of the ingenuity possessed by good salesmen, one of them going so far as to engage a hearse driver to beat the other fellow to it, in securing a man-sized order. With a good salesman there are no insurmountable or unsolvable problems, he indicated.

Hon. C. C. Ballantyne Speaks

Hon. C. C. Ballantyne, vice-president of the company, came specially from Ottawa to address the gathering. While referring particularly to the growth of the organization with which he had himself been actively associated for many years, having joined it 29 years ago, the speaker stated that those associated with him had always worked hard. He believed that he could tell a good man when he saw him. One can hardly grasp the fact that the paint industry has made such wonderful strides. And, referring to Canada, the speaker said that it possessed greater possibilities for the next 50 years than any country in the world. This he felt sure was a safe statement, after his most recent trip through to Prince Rupert.

"Men engaged in public life hear a great deal of adverse comment regarding the big interests," continued Mr. Ballantyne. "If this country is to grow and develop as we want it to, big interests are necessary, and the consumer gets the best goods at the lowest possible prices."

Service Rewarded

In addition to the usual rewards of the salesmen who had secured an excess total of sales for given products, presentation of long service certificates were made to Jack Benson, Robert Misson, J. D. Gilker, Pat Hayes and Frank Mireault. Gold watches and cheques ac-

(Continued on page 66)

All the Best Colors

"Save the surface and you save all" *Paint & Varnish*



Glidden Endurance Paint is made in a good practical line of colors. Not too many—not too few—just enough variety to cover your needs.

It's easy to satisfy your customers with Glidden Colors. Each color is a lasting quality color—always in demand. There are no freak colors to remain on your shelves unsold. Glidden Endurance Paint will help make your paint business a profitable one.

Years of experience, through practical use and laboratory tests, have established the absolute reliability of Glidden colors. Glidden users throughout the Dominion know this and their confidence in Glidden products makes it easy to sell them. Write to-day for the Glidden proposition.

THE GLIDDEN COMPANY, LIMITED
Toronto, Ontario

Branches at Montreal and Winnipeg



If interested tear out this page and place with letters to be answered.

Canada Paint Company Convention

MONTREAL.—The five days' annual convention of The Canada Paint Company, Limited, was held at the plant on William Street, Montreal, under the supervision of the manager, Royal Cluxton. Many phases of trade development work and 1921 policy were fully discussed.

Perhaps the paint manufacturer enjoys an advantage in holding his annual sales convention. From the important standpoint of lending "color" to such gatherings, he is possessed of an environment that affords him great room for scope, and in this regard Mr. Cluxton and his associates had planned well, and planned generously. In from their several territories, the salesmen were here introduced to the advantages wrapped up in the products they were selling every week day. For there was not a product, so to speak, that was not applied to some background in the convention hall in so striking a manner as to show, most effectively, what these products will do for the customer. When it comes to color schemes, the eye can absorb and retain its impressions, even without a written or explained description. And so, for this reason, the general layout of the convention hall, all tended to make this impression.

"Supremacy," was the keynote of the convention. Doubtless its selection was made that the men might be given a worthy ideal toward which to bend their energies and efforts next year.

At the hall entrance this year, a miniature house was arranged with doors, windows and hardwood floor. This, throughout, was treated with various products of the company, and the wall finish was particularly new and effective. This imparted an excellent idea of what may be produced on the ordinary house, office or hall walls, and the idea was that of interesting the salesmen in the development of sales of these products. Proper blending of sash and door trim, ceiling and picture moulding, together with a natural finish, varnished floor, produced a unique scheme that strongly emphasized what can be obtained through proper selection and application of the various products.

Throughout the convention hall various products were displayed on wood panels, paint and varnish specialties being effectively portrayed in this manner.

Rewards—Entertainment

The various sessions were addressed by department heads, S. M. Ward, trade sales manager, being in charge of several of these, and H. E. J. Taylor speaking on "Advertising and Sales Promotion." Other speakers were: W. C. Boyd, J. H. Neale, R. M. Smith, S. P. Newton, Father Leopold, F. H. Butcher, George Brown, G. W. Robinson, W. H. Newton, Manager Cluxton occupying the chair during the various sessions.

Rewards were given for "Top-Notchers" this year, as usual. This has been a source of decided impetus to the salesmen, in view of the fact that the competitive spirit is kept alive, and encouraged. Prizes distributed this year totalled a large amount, indicating that the interest in pushing sales of various products was greater than during any previous year. Charts and lists were displayed showing the standing of the winners and "runners-up."

Entertainment was provided each noon-day, the luncheon being served at the Windsor Hotel. These occasions were the signal for a real free and easy hour.

"Two of the best pugilists in the Dominion will favor us with a three-round bout, the same to comprise three rounds of 30 minutes each," announced Manager Cluxton after the Tuesday luncheon. This created great curiosity, the actual staging of the bout calling repeated cheers from the spectators, and salesmen yelling themselves hoarse as first this one, and then that, fell to the floor. So clean and clear-cut was the bout that the time limit was never reached—the actual record being two hours and 70 minutes. The laurels went to the smaller stalwart, though, for a time, he seemed worsted. Three cheers and a tiger, and a handshake with the convention mascot, brought this exciting number to a close as the timekeeper rang the bell.

For the convenience of the delegates, special cars conveyed them to and from the plant. Altogether, this year's gathering was considered one of the best and most successful since the conventions were inaugurated several years ago.

The musical programme each day was provided by the firm's own orchestra.

The Canada Paint Sales Staff includes the following: **Eastern**—Royal Cluxton, general manager; S. M. Ward, manager trade sales; W. H. Newton, manager manufacturers' sales; H. E. J. Taylor, manager sales promoting and advertising.

Representatives

R. E. Carscallen, W. H. Allison, L. N. Dansereau, J. J. Minion, J. A. Dowling, R. Bremner, A. Leclaire, A. L. Hellems, F. C. Empringham, A. F. Cunningham, F. H. Butcher, A. Beauchesne, R. M. Smith, R. Traversy, Christie Williams, F. L. Clarke, W. E. Champagne, W. G. Sippi, E. F. Stephenson, C. E. P. Yeo, G. W. Goodbody, Chas. Porlier, C. H. Keys, G. H. Perras, W. E. Thompson, Q. E. Miller, L. P. M. Dechene, Geo. W. Robinson, H. E. Stubbs, Geo. Nimmo.

Western

W. C. Boyd, sales manager.

Representatives

D. F. Hook, W. N. Lennox, F. M. Watt, N. A. Milne, P. V. Quinn, T. W. Doyle, H. W. Bell, R. W. Humphreys, R. A. Jones, E. S. Witt.

Twenty-Five Years or Over Honor Service List

W. H. Newton, R. Bremner, L. N. Dansereau, John C. Cox, W. H. Allison, E. Coleman, E. Marlow, Geo. Nimmo, J. D. Gilker, David Swan, John Thompson, H. Duddridge, J. Hilland, W. H. Coxon, Richard Kearns, Albert Bezeau, David Brown, F. Cusson, F. Mireau.

A. RAMSAY & SON MOVE TORONTO OFFICE

Toronto.—A. Ramsay & Son Co., Ltd., paint manufacturers, have moved their Toronto office and branch from 48 Colborne Street to 49 Colborne Street, Toronto. Better accommodation and facilities are available at the new address.



Members of the staff of Canada Paint Co., Ltd., attending the annual convention in Montreal.



The Luxeberry Painter Says:

"ALL IS NOT GOLD THAT GLITTERS is one of the old sayings I think of when I see finished surfaces with the lustre faded out. Any varnish may look handsome for awhile, but a shoddy varnish soon shows its pedigree like a gold-plated watch case. I use Berry Brothers' Varnishes, Enamels and Stains because in the matter of quality they are pure gold right through and every job I do with them is a testimonial for me as well as for Berry Brothers."

The Berry label is a sales maker because it is **recognized as** a guaranty of the utmost in varnish values.

Partial List of Distributors of Berry Brothers' Products

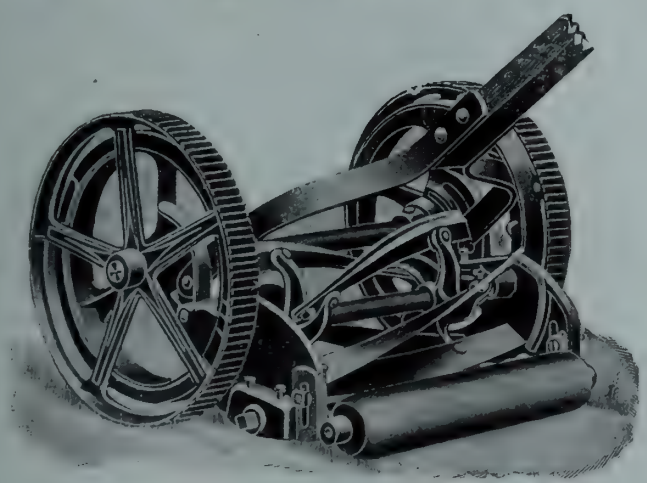
Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Fife Hardware Co., Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

SAVE THE SURFACE AND YOU SAVE ALL

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
Walkerville, Ontario

249

Wise Buyers Are Ordering Their Spring Stocks of Mowers—NOW



With this knowledge in hand it is quite reasonable and in order that your next season's stock in **LAWN MOWERS** should be decided upon without further delay. Therefore, we ask those interested in the best that's made to place their order with us—now—so that we may anticipate and fill orders to the satisfaction of all concerned.

Write us for Prices and other Details

Taylor-Forbes Company, Limited

The Largest Mannfacturers of Hardware in Canada

Taylor-Forbes Co., Limited,
246 Craig St. W., Montreal.

H. C. Rogers, Ltd.,
147 Prince William Street,
St. John, N.B.

Head Office and Works:
GUELPH, ONTARIO

Taylor-Forbes Co., Limited,
1070 Homer St., Vancouver, B.C.

H. F. Moulden & Son,
314 Confederation Life Bldg.,
Winnipeg.

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, Nov. 4.—In paint circles there is, for the present, but a limited amount of demand for the various products. Still, this is seasonable, and paint manufacturers are generally well pleased with the outlook. Salesmen are sending in favorable reports as to next season's prospects, and bookings are satisfactory even at this early date. Turpentine is lower, and linseed oil, while unchanged from last week, is due for further downward revision, the trade thinks. Prepared paints are unchanged. It may be that the more favorable trend on such materials as oil and turpentine will have a favorable effect, in time, although the labor costs are one of the big and deciding factors in price today, and wages are holding high. Next year is expected to be a "hummer," in the opinion of the average manufacturer.

Linseed Oil Easy; Will Lower Still

Montreal.

LINSEED OIL.—Prices have been changed little during the past week and the trade is rather dull. While a base of $1.35 per gallon single barrel basis is now being quoted, the tendencies are downward and jobbers are playing the safe game by purchasing from day to day what they can readily absorb. This appears to be the policy of the retailer, too. "We are not buying to any extent," said a prominent manufacturer to Hardware and Metal this week. "We feel that the price is still higher than it ought to be, and that when the market has reached nearer $1.15 or $1.20 per gallon, it will be more nearly rock bottom. Seed supplies are heavy, and the tendencies follow the market for wheat in a general way."

	Imp. Gal.	
Raw—		
1 to 4 barrels	1 35	1 40
Boiled—		
1 to 4 barrels	1 37½	1 42½

Gradually Lower; Turpentine Easing

Montreal.

TURPENTINE.—Prices are gradually easing on turpentine and the market this week is 5 cents a gallon less. There is a tendency, still, to lower levels and the forecast of a prominent jobber last week that "we expect prices of $1.80 to $1.85 per gallon will be available in a few weeks," bids fair to be realized if present conditions continue developing along similar lines.

Turpentine—	Imp. Gal.	
Single barrels	2 00	2 10
Small lots	2 10	2 15

(Packages extra.)

Varnishes Steady; Gums Still High

Montreal.

VARNISHES.—The tendencies still are strong on varnish, manufacturers stating that the gums and China wood oil which they require for various grades are ruling strong. At the same time there is the offsetting factor of lower linseed oil prices, but it must be remembered that varnish has to be matured, and lower prices today on any of the raw materials will take some time to reach the trade in the way of favorably lower quotations on the finished varnish. There is still a considerable volume of business.

Corroded Lead Is Holding Unchanged

Montreal.

WHITE LEAD IN OIL.—Prices are steady and unchanged. It is probable and likely that there will be no change for another few weeks, as the last action taken by the paint makers was to carry existing quotations until December 15th. Then, or perhaps within a few weeks from this date, action will be taken relative to future bookings. The five-ton basis is held at $19.50 per 100 pounds, ton lots at $20 and smaller lots $20.35.

In reviewing the situation broadly, two viewpoints are expressed by large factors in the trade. Arrivals of pig lead from without, in London, are small and far below the normal requirements. Supplies are therefore under close and tight control, with the result that the situation on pig lead is no easier. On the other hand, there are large quantities of made-up lead products for which there is said to be a restricted market. Buyers are likely to hold off purchasing, and the future of the market is more promising, in that lower prices will in time doubtless prevail.

Glass Sales Light; Market Undefined

Montreal.

GLASS, PUTTY.—Arrivals of glass from Belgium have been continuing, and the market is supplied with its requirements regularly. There has been a keen competitive selling programme here and this in some cases is understood to have provoked a shading of prices, especially where there was a round-lot order in prospect. One factor that may affect the Belgian situation is said to be that of a coal strike there, and this, if prolonged, would probably confine deliveries. One importer stated that this has already had a firming effect. Discounts vary, some quoting 20 per cent., and others 20 per cent. and 5 per cent. It costs more to lay the American glass down in this market than it does to some other Canadian centres, this accounting for the disparity in discounts.

Putty.—Markets are seasonably active, with no quotable changes.

Commercial Putty	5 tons	1 ton	Less than ton
Bulk Barrels, 800 lbs.	$6 50	$6 75	$7 10
Bulk Drums, 100 lbs.	7 50	7 75	8 10
Do., or tins, loose 25 lbs.	7 75	8 00	8 35
Bulk Tins, cased 25 lbs.	8 50	8 75	9 10
Bulk Drums or tins, loose 12½ lbs.	8 00	8 25	8 60
Bulk Tins, cased 12½ lbs.	8 75	9 00	9 35
Bladder Barrels, 400 lbs.	8 75	9 00	9 35
Do., Cases, 100 lbs.	9 00	9 25	9 60
Tins, 1 lb.	11 10	11 35	11 70

Standard Putty, 10c per 100 lbs. advance over above prices.

Pure Linseed Oil Putty, $2.50 per 100 lbs. advance over above prices.

Terms: 2% 15 days or net 60 days, f.o.b. Montreal or Ottawa.

Forward Bookings Expected to be Large

Montreal.

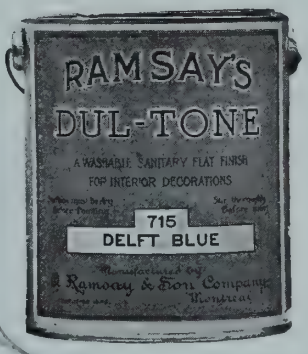
PREPARED PAINTS.—While some of the paint companies' travellers are just starting out for new orders, there is much optimism relative to the 1921 prospects. While orders have been coming to hand in fairly large numbers, in a number of instances cited to Hardware and Metal, it is fully expected that there will be a big increase in bookings from now on. There is a tendency, Hardware and Metal understands, to take care of the trade with regard to prices, so that should there be any recession in the quotable basis, the buyer will have the protection he usually asks. Conditions are, in several respects, more favorable on raw materials, linseed oil and turpentine being easy, and both due for further declines. This in due time should be reflected in a greater or less degree in the cost of the manufactured products, but some consider declines of this nature of less import than when labor was a more negligible factor in production cost than it is today. As to the future, it is probable that further consideration of the price basis may be undertaken at a not distant date. It is safe to state that there will be no advance in the markets.

"The Right Paint To Paint Right"





Save the surface and you save all" Paint & Varnish



Ramsay's Paints

Multiply Sales

Hardwaremen make big sales with Ramsay's paints and varnishes. Many customers starting with one or two cans soon learn to place their faith in Ramsay's paints—and the dealer who sells them, which means that repeat orders are always assured. The users of Ramsay's paints are satisfied customers.

A. Ramsay & Son Company

The All-Canadian Manufacturers of Paints and Varnishes Since 1842

Toronto **MONTREAL** **Vancouver**

Distributors:

EDMONTON DISTRICT—Revillon Wholesale Limited, Edmonton
CALGARY DISTRICT—The McDonald Baker Co., 818 8th Ave. W., Calgary
NOVA SCOTIA—James Simmonds, Limited, Halifax. N.S.

If interested tear out this page and place with letters to be answered.

Toronto

TORONTO, November 4.—A very good feeling regarding future business appears to prevail in paint circles here. Booking for next spring's paint and varnish needs is going on very satisfactorily according to jobbers and manufacturers. Present prices are ruling firmly in most lines and little change is expected for the balance of the season in prepared paints and varnishes, or in white lead or putty. Linseed oil appears an uncertain quantity and opinions differ regarding the likelihood of it going much lower. Turpentine seems to be firming up again, and many think that the bottom has been reached in this commodity. Glass remains unchanged. Current business is reported very fair.

Linseed Oil Unchanged; Market Uncertain

Toronto.

LINSEED OIL.—The situation in regard to linseed oil is unchanged and last week's prices are generally maintained. Some jobbers state that present low prices are not warranted by conditions and present costs and look to see an advance before long and others expect still lower prices. Buyers of seed have been anxious to get deliveries before the close of navigation but the price of flaxseed has not changed materially for some time. The home market for oil cake can only absorb a certain quantity and if exports of this commodity increase lower oil prices might be expected.

	Raw	Boiled
1 to 2 barrels, gal.	1 45	1 48
3 to 5 barrels, gal.	1 44	1 47
6 to 9 barrels, gal.	1 42	1 45

Turpentine Holding at Lower Level

Toronto.

TURPENTINE.—No material change has been made this week in turpentine prices which are holding at the $1.95 quoted last week. An advance had been expected following Savannah reports but local quotations generally are unchanged.

Turpentine—	Per Imp. Gal.
1 barrel lots	1 95
2 to 4 barrel lots	1 94
5 gal. lots	2 10

Prepared Paints; Bookings Satisfactory

Toronto.

PREPARED PAINTS AND VARNISHES.—Paint manufacturers regard the outlook for next season with decidedly optimistic views. The present season has been an exceptionally good one and it is stated that dealers are by no means overloaded with stock and bookings for next spring as far as they have gone are very satisfactory. With regard to prices the view is held that very little change from present prices may be looked for in ready-mixed paints or varnishes.

White Lead in Oil Firm; Without Change

Toronto.

WHITE LEAD IN OIL.—Fairly good business is reported in white lead sales at the present time. The tone of the market is for firm prices without change apparent at present. Anchor pure is quoted at $20.45 per 100 pounds, in ton lots, and B.B. genuine at $23.50.

Putty Sales Good; Quotations Unaltered

Toronto.

PUTTY.—The sales of putty continue to be pretty active. No alteration is recorded and none is expected in prices. If linseed oil continues to decline and remains at a low level lower putty prices may become possible, but with whiting at present prices little change is anticipated for the meantime. Quotations are the following:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	8 55
Do., 25-lb. irons	8 80
Do., bladders in bbls.	9 80
Do., less quantities	10 05
Pure, in 100-lb. drums	11 05
Do., 25-lb. irons	11 30
Do., bladders in bbls.	12 30
Do., less quantities	12 55

Glass Sales Slower; Situation Unchanged

Toronto.

GLASS.—Very little change is noted in the plate or window glass situation. Jobbers report a falling off of the demand for window glass at this season of the year though little but sorting up orders are expected. Hardware and Metal, talking to a glass jobber just recently returned from a trip to Europe, was informed that the Belgians had made wonderful strides towards recovering business lost during the war, and in his opinion it would not be very long before a large portion of the world's glass requirements would be supplied from that country again. Quotations are 25% off list for single cases and 30 per cent. for larger quantities.

Methylated Spirits at Two Dollars

Toronto.

METHYLATED SPIRITS.—This product is quoted at $2 per gallon. This is a reduction as price has been from $2.75 to $3 lately.

Johnson's Floor Wax on New Basis

Toronto.

JOHNSON'S FLOOR WAX.—Since the new Canadian factory at Brantford, Ont., operated by S. C. Johnson & Son, Racine, Wis., has started manufacturing this line it has been put on a new basis, and is now selling at Canadian list less 33 1-3 per cent. This makes the price now 66 2-3 instead of 75 cents for 1-pound cans.

SHERWIN-WILLIAMS COMPANY ANNUAL CONVENTION

(Continued from page 60)

companied these, the presentations being made, with personal sketches of each, by President Cottingham.

"The most loveable man I have ever met," was the text of a very brief address made by J. H. Gordon, secretary-treasurer of the firm, in presenting "Bob" Misson with a handsome silver loving cup on behalf of the "boys," Mr. Misson, being taken by surprise, and with difficulty saying that this would be "the means for years to come of keeping my thoughts as kindly toward the men as they are now." The happy function and generous entertainment were brought to a close with three cheers and a tiger for Managing-Director W. S. Fallis.

"Enthusiasm and Optimism," said one of the men, "was the keynote of our convention this year, and this was the note of every man from East to West; there was not a pessimistic note regarding the outlook for bigger and better business."

Officials

President, W. H. Cottingham; Vice-president, Hon. C. C. Ballantyne; Managing director, W. S. Fallis.

Convention Committee

W. S. Fallis, general chairman; R. C. Misson, chairman.

Vice-Chairmen

C. A. Thomas, J. F. Ryan, H. H. Eager, Sr., F. A. Mann, D. A. Whittaker, J. H. Gordon, F. A. Scott, W. A. Farmer, G. C. Fletcher, W. J. Chambers, J. L. Vallee, J. C. Cox, G. E. Boomer, S. P. Newton, R. Haldane, S. C. R. Ross, S. George, G. E. Radford, W. J. MacGowan, W. J. Delaney, W. C. Cottingham, A. W. Mowl, W. F. Prescott.

B. E. Newmark, secretary.

SUB-COMMITTEES

Trade Sales Department

R. C. Misson, F. A. Mann, J. F. Ryan, C. A. Thomas, H. H. Eager, Sr., D. A. Whittaker.

Manufacturers' Sales Department

G. E. Boomer, R. C. Misson, H. H. Eager, Sr.

Railway Sales Department

R. C. Misson, H. H. Eager, Sr.

Marine Sales Department

W. J. MacGowan, J. F. Ryan, J. H. Hawkins.

Advertising Department

W. J. Delaney, D. A. Whittaker, J. C. Cox.

Sales Promotion and Decorative Service

W. C. Cottingham, A. W. Mowl.

Deco-Tint Products

B. E. Newmark, W. J. Delaney.

Sales Charts and Statistics

S. C. R. Ross, D. A. Whittaker.

Exhibits and Demonstration

F. A. Scott, J. L. Vallee, S. George, W. A. Farmer, F. A. Mann, H. Loucks, W. Jones, J. C. Cox.

Entertainment

J. H. Gordon, F. A. Scott, R. Haldane, D. A. Whittaker, J. C. Cox, F. A. Mann, G. E. Radford, W. C. Cottingham, A. W. Mowl, B. E. Newmark.

COLORS FLINT VARNISHES



FLINT PRODUCTS for Refinishing Automobiles

MANY Automobile Manufacturers at present use Flint Products in finishing their cars and we are prepared to furnish these same materials to dealers in order that they may supply the demand for similar products for refinishing work.

Automobile owners, in many cases when having their cars refinished, wish to maintain the original color standard. Our line of Color Varnishes is designed to meet this particular demand.

Now is the time for you to get this business. Write for our attractive Spring proposition.

FLINT AUTOMOBILE SPECIALTIES

Primers, Surfacers and Fillers
Ground Colors for use under Color Varnishes
Rubbing Varnishes
Body Finishing Varnishes
Gear Varnishes
Japan Colors
Black Top and Seat Renewer
Auto Black Enamel
Tarklene--the liquid Tar and Grease Remover



FLINT VARNISH & COLOR WORKS
OF CANADA LIMITED
owned and operated by
CANADIAN EXPLOSIVES LIMITED
HEAD OFFICE
MONTREAL
TORONTO · WINNIPEG · VANCOUVER
· SUDBURY · HALIFAX ·

VARNISHES FLINT PAINTS STAINS COLORS

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps			$ 7.00
22 Short		$10.00	10.70
22 S. Mush			11.50
22 Long		12 00	15 00
22 L. Mush.			16.00
22 L.D. do.			18.70
22 L. Rifle.		14 00	17 50
25 Short	$23 50		
32 Short	23 50		
32/30			70 00
25 Colt Auto.			58 00
30 Mauser..			91 00
32 S. & W.			42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/30			70 00
38 S. & W.			64 50
44 G. Getter			66 50
44/40			84 00
455 Target .			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage.			144.50
303 British.			190 00
32/40			121 50
32 Special..			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
35 Rem. Rim.			159 50
351 Self Ldg.			121 50
38/55			152 00
45/70-405	133 00		

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Bench—No. 1, doz.	$19 25
No. 2, doz.	22 00
No. 3, doz.	24 75
No. 4, doz.	26 95
No. 5, doz.	29 70
No. 6, doz.	33 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$2.85.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	13/16	$12.00
4/16	6.00	10/16	14.00
5/16	6.00	20/16	14.00
6/16	6.00	21/16	16.00
7/16	6.00	22/16	16.00
8/16	6.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/10	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz.	$14 00

BOARDS, SLEEVE—

No. 3 dozen	$7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Stanuard Globe	6 00
Surprise	
Supreme Zinc	6 50
Western King (enamel)	9 50

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.

Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.

Machine Bolts, 7-16 in. dia. and larger, list plus 10%.

Sleigh Shoe Bolts, all sizes, list plus 10%.

Coach and Lag Screws, 15%.

Square Head Blank Bolts, list plus 10%.

Bolt Ends, list plus 10%.

Plow Bolts, 1, 2, 3 heads, net list.

Plow Bolts, others, list plus 20%.

Elevator Bolts, large heaad, list plus 10%.

Elevator Bolts, corrugated heads, 20%.

Fancy Head Bolts, list plus 10%.

Shaft Bolts ($3 list), list plus 10%.

Step Bolts, large head ($3 list), list plus 10%.

Whiffletree Bolts, list plus 10%.

Nuts, 2 in., and smaller, square Blank, add to list $2.25.

Nuts, 2 in. and smaller, square Tapped, add to list $2.75.

Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.

Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.

Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb..11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets, 24 gauge and heavier, base	$0 37
Rods, base ½ to 1 in., round	0 33
Tubing, seamless, base	0 42

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS

Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement prices withdrawn. See market reports.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12.25 to $13.50; No. 1, $12.25 to $13.50; No. 2, $13.35 to $15; No. 3, $14.35 to $16.50; No. 4, $16.40 to $19.50; No. 5, $19.50 to $22.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each	1 60
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set	$0 93
No. 3, per doz.	11 25

CLOTHES LINE REELS

	Doz. net
No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$24 00	$
¼ in.	21 70	
5-16 in.	18 20	19 40
⅜ in.	13 85	16.55
7-16 in.	13 50	16 15
½ in.	13 15	15 75
⅝ in.	12 60	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$22 30	
3-16 in.	18 65	24 45
¼ in.	17 25	22 55
5-16 in.	14 85	18 80
⅜ in.	12 20	
7-16 in.	11 85	
½ in.	11 50	
⅝ in.	11 05	
¾ in.	10 80	

F.o.b. Montreal, Toronto.

Cow ties, plus 40%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.50 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in.	0 42	0 40
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 43
Plain Tinned, 16 oz. and heavier, lb.	0 48	
Polished and Tinned, 16 oz. and heavier, lb.	0 52	0 50
Tubing, lb.	0 50	0 45

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 88
No. 7, lb.	0 87
Nos. 8, 9, 10, 12	0 86

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz. .....
2 ft. 10 in., doz. .....
3 ft. x 7, doz. .....

Prices withdrawn

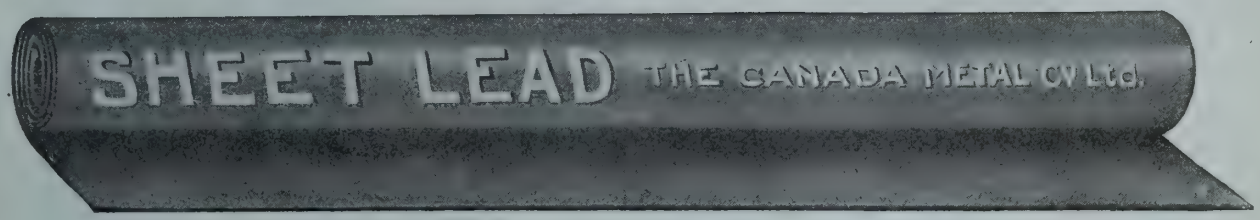
DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

ORDER FROM OUR NEAREST FACTORY

SHEET LEAD



LEAD PIPE up to TWELVE INCHES in diameter
LEAD TRAPS
LEAD BENDS

LEAD PIPE



SHEET LEAD EIGHT FEET WIDE or less ANY LENGTH
PROMPT SHIPMENT

BABBITT SOLDER

THE CANADA METAL CO., Limited
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

Real Hickory Apple Pickers' Baskets



WE have for sale a limited quantity of oval bottom Apple Pickers' Baskets. If requiring, order immediately.

We cannot replace these goods.

MEAKINS & SONS, Limited
Hamilton Toronto London

If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
1/2	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	3/8	$ 8.50
1/8	3.00	7/16	10 50
5/32	6 50	1/2	13 00
3/16	4.00	9/16	15 50
7/32	4 50	5/8	18 00
1/4	5 00	11/16	21 00
9/32	6 00	3/4	24 00
5/16	7 00	7/8	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straight Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50
Nov. 1, 1899.	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, plus 10%; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 75	0 85
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES

	Per 100 lbs.
Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$10 80
No. 33	11 40
No. 2½	11 15
No. 3	11 70

F.o.b. Toronto.

HALTERS, LEATHER

	Doz.
Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE

	Doz.
Sisal, 7-16 in.	$25 00
Do., 9-16 in.	38 00
Jute, 7-16 in.	25 00
Do., 9-16 in.	38 00

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$19 25
Under 5 lbs.	24 00
Masons, 5 lbs. and over, per cwt.	22 00
Masons, 5 lbs. and under	27 00
Napping, up to 2 lbs.	

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount, 22% to 27%.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light.	Net Prices	
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller Less 20c.
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$21 00
Corrugated, ⅝ in., 100 ft.	24 00
Corrugated, ¾ in.	28 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickelplated, set	2 30
Mrs. Potts, handles, japanned, doz.	2 10
Common, plain, 3, 4 and 5 lbs.	15.60
Common, plated, 4-5 lbs.	17.50
Common plated, 6 lbs. and up	
Plain, 6 lbs. up	12.40

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30

Single and Fruit Picking

10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension

Ladders	Per ft.	
20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$15 00
Do., Japd.	15 00
Long Globe, plain	15 00
Do., Japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long

1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 60

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$2 70
Steel Thumb, No. 3	3 10
Steel Thumb, No. 4	3 20
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	9 70

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14.25
Pick, doz.	14.25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

	Doz. Net
Liquid Veneer	$16 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	6 30
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 35
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1½ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London: Hamilton, Milton, $6.25 base; Toronto, $6.40.

F.o.b. Montreal, $6.40 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.90; London, $7.50 base; Toronto, $7.35.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.







Many People Prefer to Paint and Varnish in the Fall



Registered **Floglaze**

The Finish That Endures

Floglaze is a profitable finish to handle because it is a universal finish and can be sold the year round.

You'll find it a big help in developing "indoor month" painting—to make your paint department busy throughout the entire year. It gives to wood, metal or concrete a brilliant, glossy and hard-wearing surface.

It is equally good indoors and out.

Inside the house it has innumerable uses—from the cellar to the garret.

On the farm it is the standard finish for use in the dairy and implement shed.

Be prepared to handle the fall demand.

If you are not now selling Floglaze write for our dealer proposition.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 85
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—	
Special No. 1	21 00
U.S. Navy	22 00
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal.	0 29½
Palacine, gal.	0 32½
Gasoline, net, gal.	0 42

Above prices net.

	Gallon
Black oil (summer)	0 31.1
Black oil (winter)	0 31.6
Imperial Kerosene, tractor	1 50
Capital, clinder	1 01.6
Machine oil, regular grades	0 65.1
Imperial gas engine oil	0 66.1
Paraffine	0 46.1

List, less 15% on above.

Polarine Oil, list	1 50
Polarine Oil, heavy, list..	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel oil, bbls., net	0 19
Fuel oil, tank cars, net...	0 17

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 85	1 85
Do., No. 2, Anchor	1 50	1 50
Dry Fibre No. 2, Elephant	....	1 50
Tarred Fibre, No. 1 Anchor	1 95	1 95
Do., No. 2, Anchor	1 70	1 70
Elephant Brand, tarred, No. 2	....	1 70
Surprise Fibre	1 55	1 55
Stag Sheathing	1 55	1 55
Cyclone, dry	1 85	1 85
Cyclone (tarred)	1 95	1 95
Joliette Sheathing	1 50	1 50
Do., tarred	1 70	1 70

Per 100 lbs.

Monarch Sheathing, white	10	50
Do., gray	9	75
Straw Sheathing, heavy, dy	8	05
Spruce Sheathing, 36" and 72" wide	11	75
Asbestos Sheathing	13	50
Carpet Felt	9	00
Tarred Felt, 7, 10 and 16 oz.	6	05

F.o.b. Toronto and Montreal.

PASTE	
Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—

	Montreal	Toronto
5 to 6 lbs., doz.	12 50	13 00
6 to 7 lbs., doz.	13 50	14 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	$2 10
4 gross (cartons), 4-in.	2 10
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 31	7.41	5 91	8 01
⅜ in..	5 31	7 41	5 91	8 01
½ in..	7 10	8 63	7 95	9 48
¾ in..	8 80	10 87	9 95	12 02
1 in..	13 01	16 07	14 71	17 77
1¼ in..	17 60	21 74	19 90	24 04
1½ in..	21 04	25 99	23 79	28 74
2 in..	28 31	34 97	32 01	38 67
2½ in..	44 75	55 28	.....	.....
3 in..	58 52	72 29	.....	.....
3½ in..	74 06	90 62	.....	.....
4 in..	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$32 01	$38 67	$35 71	$42 37
2½ in..	48 26	58 79	54 11	64 64
3 in..	63 11	76 88	70 76	84 53
3½ in..	75 90	92 46	85 10	101 66
4 in..	89 93	109 55	100 83	120 45
4½ in..	1 05	1 29	1 30	1 54
5 in..	1 22	1 50	1 52	1 80
6 in..	1 58	1 95	1 97	2 33
7 in..	2 06	2 53	2 53	3 01
8L in..	2 16	2 66	2 66	3 16
8 in..	2 49	3 07	3 07	3 64
9 in..	2 98	3 67	3 67	4 36
10L in..	2 77	3 41	3 41	4 05
10 in..	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

Add 25% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in. ....Net

Medium and extra heavy pipe, 2, 3, 5 and 6 ....Plus 10%

Medium and extra heavy fittings, 2 to 6 inch 20%

8 inch pipe and fittings...Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN	
King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA	Toronto	Montreal
Prices nominal, Montreal, Toronto		
Do., 60 sheets	13 25	....
Ordinary, 52 sheets	$13 00	....

PLATES, COKE, TIN	Tor. Per box	Mont.
IC, 20x28 112 sheets.	27 00	
IX, 20x28 112 sheets.	30 00	
IXX, 20x28 112 sheets.	33 00	
IXXX, 20x28 56 sheets.	18 00	

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE	
IC, 20x28, 112 sheets	$24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net. Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40
No.		Each
70		$6 75
80		6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, add 15%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10

	Mont.	Toronto
Everlastic, 1 ply	$2 30	$2 30
Everlastic, 2 ply	2 85	2 85
Everlastic, 3 ply	3 35	3 35
Panamoid, 1 ply	2 20	2 15
Panamoid, 2 ply	2 70	2 65
Panamoid, 3 ply	3 20	3 10
Red Star, 2 ply	2 33	2 38
Red Star, 3 ply	2 75	2 80
Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.		0 60
In ½ bbls., per gal.		0 65
In 5s and 10s		0 70
1 gal. cans, per doz.		9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE	
Pure Manila basis	0 33½
Beaver Manila basis	0 26
New Zealand hemp basis	0 26
Sisal basis	0 21½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 21½
Double lath yarn	0 22
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	0 73
Do., 5-32 in.	0 71
Do., 3-16 in.	0 65
Do., ¼ in. and up	0 63

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85
	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamiltor.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

Little Visits

Beatty Bros. Limited Bulletin

With BT Dealers

"I Have Always Heard This Was a Good Washer"

When a customer comes in your store, looks around and says, "Oh, yes—the Red Star. I have always heard that was a good washer"—you know that a sale is pretty nearly made.

This apparently is the experience that Mr. J. J. Trainor, of the Trainor Hardware Co., Peace River, Alta., has pretty frequently. He was so successful in selling Red Stars that we asked him for any details regarding his methods. In reply he said:



The Hardware Store of the Trainor Hardware Co., Peace River, Alta., 300 miles North of Edmonton.

"Enclosed find picture of the store, where we sell the Red Star Washer. Too busy to write much about the Red Star—only that you can't beat it! Not only do the customers who use it believe that, but many people walk into the store and say, "I have always heard this washer was a very good one."

When we last heard of Mr. Trainor he had sold 50 Red Stars in the town of Peace River—300 miles North of Edmonton.

Stock Red Stars Now

Mr. Trainor's success just proves the possibilities for business in Red Star Washers. Peace River has a population of about 1,000—which would probably mean about 200 families. Mr. Trainor has already sold 25 per cent. of the homes in his town a Red Star Washer.

What he has done can be done in your town—and there is no better time to start than right now. The Christmas Trade will soon be here and a Red Star makes a splendid and useful Christmas gift—a gift that will give satisfaction every wash day for years!



THE RED STAR WASHER

From 'way up North in Peace River to the shores of the Bosphorus — Constantinople — the Red Star has been sold. From far Western villages to Teheran — capital of Eastern Persia—you will find Red Stars in use.

Stock Red Stars now. Give them a share of your window space. Ask us about our advertising cuts and slides for the "movie." It will pay you.

Just one word more—don't leave it too late.

BEATTY BROS., LIMITED

Fergus, Ont. London, Ont. Winnipeg, Man. Montreal, Que.
St. John, N.B. Edmonton, Alta. Vancouver, B.C. London, Eng.

If interested tear out this page and place with letters to be answered.

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.
Cast Steel $20 00
Golden Clipper 20 95
Little Giant 22 00
Bush 20 50

SNATHS Doz.
00 Patent $16 50
1 loop 15 85
2 loops 15 20
3 loops 14 00
Bush 17 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge ...	$13 50	$13 00
26 gauge ...	13 25	12 95
24 gauge ...	12 65	12 35
22 gauge ...	12 30	11 90
20 gauge ...	.....	11 75
18 and 20 ga.	11 60	.....

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $52 00
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)
Bright $6 65
Galvd. 7 65

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner..$25 50
Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven
No. 70, each, net..... 5 00
Detroit Glass Front Oven,
No. 85, each, net ....
Hot Blast .....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each $9 50
No. 530, each 10 50
No. 630, each 13 50
Discount 30% off list.
Hot Blast .....Plus 10%
80% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—
Star, No. 1, doz..... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 ..... 20 00
Sun, No. 2 ..... 22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b.....$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings..... 47 00
Grand, jap., cyco b.b..... 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings..... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario.....$10 00

TACKS Discount
Wire Tacks .....60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.60 and 15%
Double-pointed tacks 65-10%
Shoe findings .....Net list
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 84
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades...	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.....	$6 90	15 in.....	$12 50
10 in.....	7 70	18 in.....	16 00
12 in.....	9 10	add 25% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 ..... 3 50
Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 ..... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 62
Cones, 3-ply, lb. 0 57
Do., 4-ply, lb. 0 66

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 30%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2..... 23%
Bath Cocks—Compression ... 25%
Flatway stop and waste cocks, Standard 25%
Roundway stop and waste cocks, Standard 32%
Brass steam cocks, stand. add 10%
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard .....add 5%
Gate or Straightway ..... Net
Jenkins Gate Valve 10%
Standard Gate .....list plus 5%
Jenkins Globe .....list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves
Gate Valves 5/2½%
Regrinding Valves .....Plus 5%
Swing Check Valves .....Plus 7½%
Compodisk Valves ..... Net

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 25%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 60%
Copper Tea and Coffee Pots, list, plus 60%
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs..	$5 10	$6 00	$7 00
Section, ½ lb., per 100 lbs..	5 50	6 60	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	5 40	6 00

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz..... 85 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0-8.....	Base
No. 9.....	0 10
No. 10.....	0 15
No. 11.....	0 28
No. 12.....	0 30
No. 13.....	0 50
No. 14.....	0 60
No. 15.....	0 85
No. 16.....	1 30
Annealing, extra	0 25
Coppering, extra	0 75-0 90
Bright base	6 00
Annealed base	6 25

Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 30c.

Stovepipe Wire
No. 18 ..... $10 00
No. 19 ..... 10 50
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	18 50

Discount 25% Canadian pattern; 20% on genuine.

WRINGERS, CLOTHES
Domestic, No. 531E $127 00
Dom. Bench, No. 541EB.... 174 00
Favorite, No. 511E 117 00
Favorite, No. 512 ..... 124 00
Royal Canadian, No. 151... 102 00
Favorite, No. 514 ..... 145 00
Ottawa, No. 331E 115 00
Ottawa Branch, No. 341EB. 162 00
Challenge, No. 311E 105 00
Warranty 127 00
Bicycle 115 00
Eze 110 00
Rapid 100 00
Discounts from above list 20 per cent.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-
Stove Pipe Thimbles, 40%.

TINKER TOM'S TALKS.

Talk No. 284

Price of Galvanized Sheets

We have predicted lower prices for sometime back. They are really here now because PREMIUMS for quick shipment are not being asked.

As new Raw Materials come in at lower prices we look for further reductions, but for November and December the supply will still fall far short of urgent needs.

Don't ask or expect old-time prices. Things are coming your way, and a gradual readjustment is best for everybody.

TINKER TOM



If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp, green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ochre, 100-lb. keg	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	7 50
Hillcrest	7 90

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00
Discount.	

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 65
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 25%; London, 25%; Montreal, 20 to 20/5%
Cut size sheet glass, 40/10% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, 12½c ½-lb. pkge. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 40c. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$20 00	$20 45
Champion Pure	20 00	20 45
Crown Diamond, pure	20 00	20 45
Green Seal	20 00	20 45
Ramsay's Pure	20 00	20 45
Moore's Pure	20 00	20 45
Tiger, Pure	20 00	20 45
O.P.W. Dec. Pure	20 00	20 45
Red Seal	20 00	20 45
O.P.W. English	20 00	20 70
Elephant Genuine	20 50	20 95

B. B. Genuine Lead, less than tons, Montreal, $23; Toronto, $23.50.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	
10s	0 35	
5s	0 36	
1s	0 39½	
½s	0 43½	

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING
Bronzing liquid, No. 1 .. $1.55-$2.15
Banana oil, gal. 4.50- 7.00
F.o.b. Montreal, Toronto

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 00
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	10 75	10 75
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal.	0 75	0 75
1s (case 12 gals.)	9 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Halif-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa.
Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$10 00
Less, per lb.	0 13

SHELLAC

	Pure white	Pure orange
Per bbl.	$7 75	7 00
Gal. jugs	7 30	6 80

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz.
B.H.	$2 30
O.P.W.	1 60
Anchor	1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 9-
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 10
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 800 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20
C. D. Wall Coating, white		9 60
Do., colors		9 60

WASTE

Cream, Polishing	$0 26

WHITE

XXX	0 23	XXX	0 23
XX	0 21½	XX, grad	0 21½
X	0 20	XLCR	0 20
XC	0 18½	X Empire	0 18½
		X Press.	0 16½

COLORED

No. 8	0 11	Fancy	0 18
No. 1	0 18	Lion	0 16
No. 7	0 16	Standard	0 14
No. 1A	0 14½	Popular.	0 12
No. 1B	0 12½	Keen	0 10

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING
Gilders, bolted, in bbls. 3 25
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	$4 50
Methylated Spirits	2 00

F.o.b. Montreal, Toronto, London.

HARRIS HEAVY PRESSURE

The Distinctive Babbitt



Round in shape, Copper coated, with profile and wording that thousands of users know by years of service

Put out and guaranteed by a Firm with a metal experience of over one-third of a century, and whose guarantee means something.

DEMAND THIS CAKE FROM YOUR JOBBER.

If your jobber cannot supply you

ORDER FROM OUR NEAREST FACTORY

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

Window S RED Glass

Also Plate, Figured, Bent, and Ornamental Glass

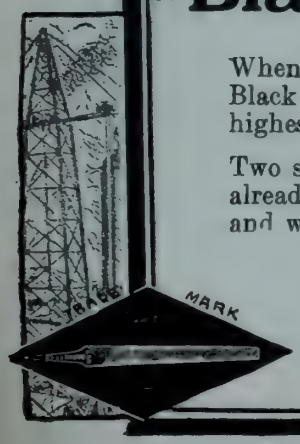
Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.



Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB caps			$ 7 00
22 Short		$10 00	10 70
22 S. Mush.			11 50
22 Long		12 00	15 00
22 L. Mush.			16 00
22 L.D. do.			18 70
22 L. Rifle.		14 00	17 50
25 Short	$23 50		
32 Short	23 50		
25/20			70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.			42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/30			70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40			84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage.			144 50
303 British.			190 00
32/40			121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
35 Rem. Rim.			159 50
351 Self Ldg.			121 50
38/55			162 00
45/70-405	133 00		

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.

Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.

Farriers Clip Horn, 30c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ..... 40% on list

Gilmour ..... 10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Bar Iron—Round and square, ⅛-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3-16 in, $8.80; ¼ in., $7.95; 5-16 in., $7.75. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the

BOARD, BEAVER

	Per M ft.
1,000 ft. lots	$54 00
5,000 ft. lots	55 00

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	5 50
20 oz.	7 00

CHAIN

Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.

B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.

Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.35; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power—No. 0, $14.03; No. 1, $14.03; No. 2, $15.30; No. 3, $16.58; No. 4, $21.68.

Hand—No. 0, $11.48; No. 1, $11.48; No. 2, $12.75; No. 3, $14.03; No. 4, $16.58.

CLEVISES, MALL. 18½c per lb.

CLIPPERS, HORSE

	Each
Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE

	Doz.
50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ..... $0 96 lb.

DRILLS

See Eastern list.

Bit stock discount 40%

Blacksmiths' ½ inch shank... 25%

Straight shank 25%

Do., wire 25%

Taper shank 25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.88; 10 in., $8.55; 12 in., $9.90; 15 in., $13.95.

Conductor pipe, 2 in., per 100 ft., $9.45; 3 in., $11.48; 4 in., $15.63; 5 in., $20.35.

ENAMELWARE

See Wares.

FILES

Globe ..... Discount 50%

Nicholson Gen..... Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS

	Each
Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN

	Doz.
Cold Blast	$1 20
Short	1 20
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $8.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face

	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $3.25; 8-in., $3.80; 10-in., $5.80; 12-in., $8.25.

Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.

Screw and Strap—6-in., $4.80; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $9.60; No. 2 and larger, $9.35; snowshoes, No. 0 to No. 1, $9.85; No. 2 and larger, $9.70; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

HOSE, GARDEN

	3-ply	Per 100 ft. Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$13 80
28 Am. or 26 Eng.	13 45
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 6 and over, 16½c per lb; 4 and 5 lbs., 21c per lb.

Mrs. Potts' No. 55, set..... $2 90

Mrs. Potts' No. 50, set..... 3 05

Mrs. Potts' common sad iron handles, $2.78 dozen. Mrs. Potts' improved, $3.75 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 70
Barn Door	
6	3 20
8	3 65
9	5 25

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.60.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS

Pick, $15.25; cutter, $15.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$ 12 00		$12 75
Empress		14 25	15 00
Daisy	8 75		9 50
Star	7 40		7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.65 base; Winnipeg, $7.35. Cut, f.o.b. Winnipeg, $8.15.

NAILS, HORSE

	Capewell	New Peerless
4		$7 75
5	$5.50	5 75
6	5 75	5 50
7	5 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in.	$ 6 60
30 in.	8 92
36 in.	10 50

Stephens'

REGISTERED TRADE MARK



Silkstone Flat Wall Colours

For beautifying homes all the year round. Silkstone is not merely a "spring re-decorator," but an all-the-year staple that housewives are buying for the home whenever the spirit moves them to "do the walls."

The housewife is "sold" on Silkstone because she knows that it is cheaper than wall paper and can be washed without rubbing off. The soft, silky finish has an appeal for the home-lover. Silkstone out-wears all other wall coverings.

The economical side of Silkstone; its beauty and its durability and gratifying service are all factors in the splendid sales it enjoys. It sells profitably—learn what's in it for you in an agency.

Ask for Colour Cards and other Literature

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS

Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED
(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 85
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15
Ramsay's White	5 55
Do., colors	5 30
Dultone, White	4 25
Do., colors	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 60
Sunrise	1 45
Anchor, tarred	1 75
O.K., tarred	1 75
Tarred Felt	6 75

PICKS, CLAY

5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Per 100 ft. Blk.	Buttweld, Blk.	Steel Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 10
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $13.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 6" wheel	$5 35
No. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON

No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS

Iron rivets, 20%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE

British Manila or African Hemp—9-16 in., ¼ in. and 5-16 in., 30¾c; ⅜ in., 30¼c; 7-16 in., ½ and 9-16 in., 29¾c; ⅝ in., 29¼c; ¾ in. and larger, 28¾c.

Pure Manila—¼ in. and 5-16 in., 38¾c; ⅜ in., 38¼c; 7-16 in. & ½ in., 37¾c; ⅝ in., 37¼c; ¾ in. and larger, 36¾c.

Sisal—¼ & 5-16 in., 26¼c; ⅜ in., 25¾c; 7-16 in., ½ in. & 9-16 in., 25¼c; ⅝ in., 24¾c; ¾ in. and larger, 24¼c.

Lath yarn, 24¼c.

Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER—

	B. & A. Quire	Ream	Star Quire	Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 15%.

SCYTHES—	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, round head, $6.25 flat, Fort William, $7.60 Winnipeg; galvanized staples, $6.90 Fort William, ... Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H. & N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	6 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 78
Cotton, 3-ply, balls	0 80
Cotton, 4-ply, cones	0 84
Cotton, 4-ply, balls	0 88

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial, Pearl, list plus 2½% advance.

Premier, Canada, Diamond, plus 40%

Whitewear, 22½% off.

Japanned Ware, list, plus 45%

Japanned Ware, white, list plus 57½%

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 20-10-2½% discount.

Stamped Ware, retinned, 15-5-5%

Pieced Tinware, ordinary, list plus 90%

Pieced Tinware, copper bottoms, list plus 105%

Sheetiron Ware, list plus 72½%.

Light Galvanized Pails, plus 72½%

Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%

Jap. Coal Hods, list plus 92½%

Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$22 50	$23 00
¼ in.	19 80	20 30
5/16 in.	18 60	19 10
⅜ in.	17 25	17 75
7/16 in.	16 20	16 70
½ in.	15 60	16 10
9/16 in.	15 45	15 95
⅝ in.	15 30	15 80
¾ in.	15 15	15 65
⅞ in.	15 00	15 50
1 in.	15 00	15 50
1⅛ in.	15 00	15 50
1¼ in.	15 30	15 80
1⅜ in.	15 30	15 80

WASTE

Cream, polishing $0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in.	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $6.35 Winnipeg; Glidden Cattle, 2-pt., $6.15 Winnipeg; Baker, 2-pt., $6.05 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.

Patented screen in 100-ft. rolls $3.56 per 100 sq. ft.; in 50-foot rolls, $3.50 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $8.65 Winnipeg, $8.00 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.70; No. 10, $7.75; No. 12, $7.90; No. 14, $8.20; No. 15, $8.45; No. 16, $8.90 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	....
18 inch	..

WRENCHES—PIPE	Trimo Each	Stillson Each
6 inch	....	1 60
8 inch	....	1 80
10 inch	1 81	2 00
14 inch	2 50	2 80
18 inch	3 63	4 00
24 inch	5 25	5 80
36 inch	....	10 80

	—Dozen— Black	N. P.
Always Ready		
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES	Doz.
Universal	$49 50
New Eze	82 50
Regent	75 00

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

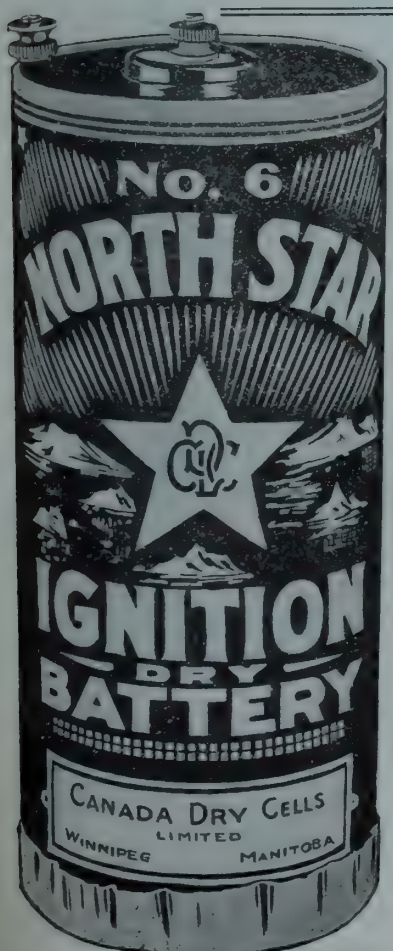
A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED



North Star Batteries Stay Sold

Each sale of North Star Batteries invariably brings a repeat order. Induce a person to once try them and they become steady users of this dependable line. Purchasers can rely on them for full measure of service.

There's A Reason

North Star Batteries are made of the highest grade materials, and by our special process of manufacture we lengthen the life of each battery at no additional cost to the consumer. They are guaranteed that if used under ordinary conditions to give a stronger spark and last longer than any other battery manufactured in Canada, and the price is lower than any other battery.



Your wholesaler or jobber can supply you, or write direct.

Prepare For the Demand

The demand for North Star Batteries is daily increasing. Users recognize them as the ideal battery.

Order a stock—You'll find a ready sale and worth-while profit for them.

Canada Dry Cells Limited

WINNIPEG MANITOBA

MADE IN CANADA

BUFFALO OILS

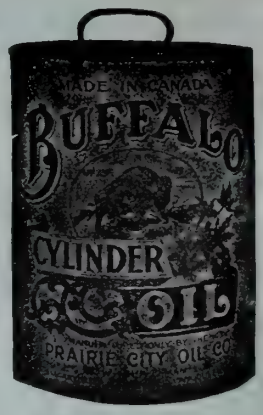
Special Cylinder Oil for Steam Engines
Harness Oil Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.



These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG



Opening the Strap

O-Rib-O Adjustable Taper Stove Pipe

This handy patent permits adjustment to fit any stove collar with a smoke-tight joint. No large assortment of taper pipes is necessary, which allows the merchant to economize storage space. It is a quick seller, built for service.

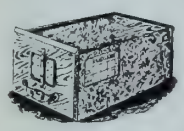
O-Rib-O Manufacturing Co.
Winnipeg, Manitoba

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
Winnipeg, Man.

When Writing to Advertisers Kindly Mention this Paper



Cameron Metal Drawers

LONGER WEAR, BETTER SERVICE

Write us for Prices and Particulars of Cameron Wall Cases and Fixtures.

Cameron & Co.

74 Logan Avenue **Toronto, Ont.**

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

A SILENT SALESMAN

A Silent Salesman illustrated in the Arnett catalog which shows a range of styles to suit every purpose.

Make your whole store do saleswork by installing Arnett Silent Salesman.

Write for this Catalog

THOMAS LEWIS ARNETT
SOURIS MAN.



3

Familiarizing the Trade With Your Trade-Mark, Brand or Name

The whole value of a trade-mark, brand or name lies in its renown.

The surest, quickest and least expensive way to make your trade-mark, brand or name well known to the whole Canadian hardware trade is by identifying them each week through continuous advertising in Hardware & Metal—Canada's only weekly hardware trade newspaper—the source to which they look for every business message to the hardware trade of the Dominion.

If interested tear out this page and place with letters to be answered.

The Trade Mark behind the "Hardware House of Quality"

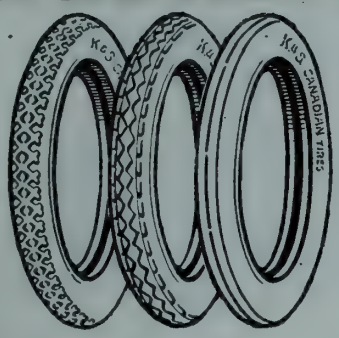
DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

K&S. TIRES

Guaranteed Tires

That Bring Repeat Sales



The "Commercial" tread, for trucks and business purposes, is a sturdy non-skid of remarkable wearing qualities.

The "K. & S." tread, for passenger cars, as illustrated, carries the highest guarantee in Canada — 7,000 miles on small cars; 6,000 miles on large cars.

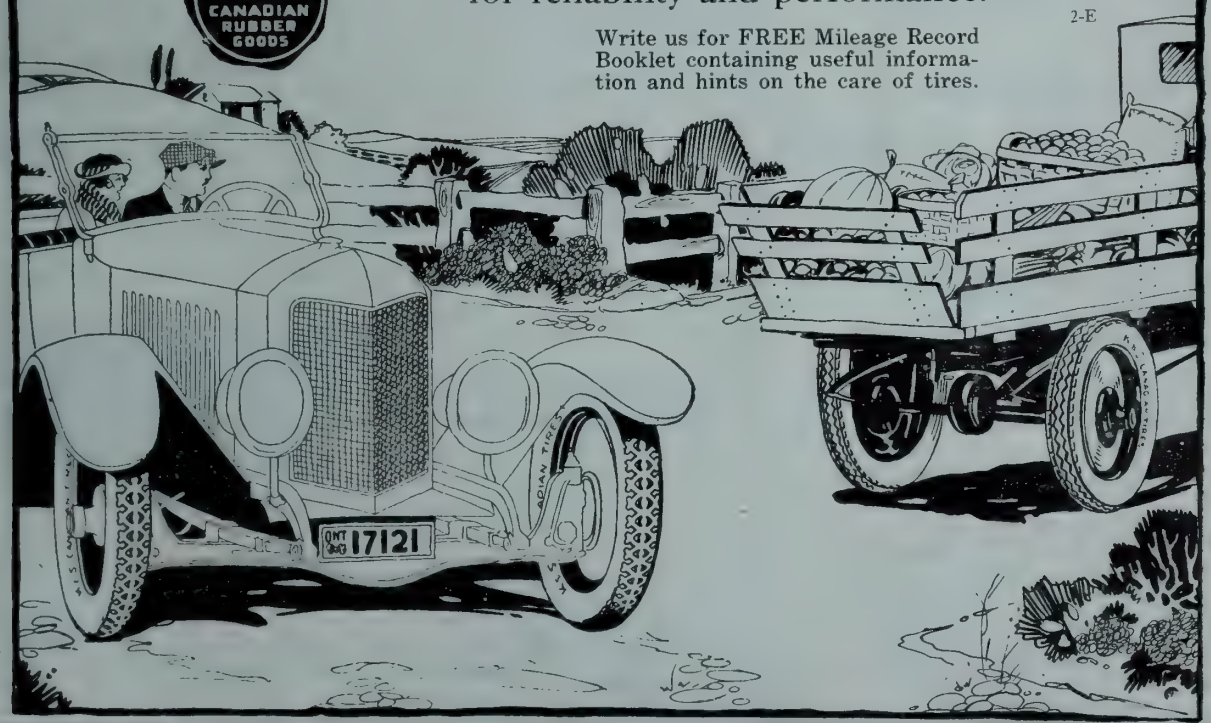
Your customers pay only for the guaranteed mileage, but K. & S. Tires always deliver more mileage than the guarantee calls for. That is why the motorist buys them.

K. & S. Canadian Tires are guaranteed for reliability and performance.

K&S. CANADIAN RUBBER GOODS

2-E

Write us for FREE Mileage Record Booklet containing useful information and hints on the care of tires.



The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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The Carborundum Co., Niagara Falls, N.Y.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Castings
The Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
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Dupont Powder Co., Wilmington, Del.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
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Leslie Tinware Co., Ltd., The, Ottawa, Ont.
Samuels & Co., J., Toronto.

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Crescent Co., The, Meriden, Conn.

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Chicago Flexible Shaft Co., Chicago, Ill.
Northern Electric Co, Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
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Kent Garvin Co., Ltd., Hamilton, Ont.
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The Renaud Motor Supply Co., Ltd., Montreal.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
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The Adamson Mfg. Co., Hamilton, Ont.
Ames, Holden McCready, Limited, Montreal.
Auto Specialties Co., Fort Erie, Ont.
Benjamin Electric Co., Toronto
Boston Varnish Co., Everett Station, Boston, Mass
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Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Franco-British Supply Co., Winnipeg, Man.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Goodell Pratt Co., Greenfield, Mass.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
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Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill
C. A. Shaler Co., Waupun, Wis.
A Schrader Sons, Inc. Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Automobile Jacks
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Millers Falls Company, Millers Falls, Mass.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co, Ltd., Toronto
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg Co., Toronto
United Brassfounders & Engineers, Ltd., Manchester, England.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Boring Bars
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Renaud Motor Supply Co., Ltd., The, Montreal

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
United Brassfounders & Engineers, Ltd., Manchester, England.

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Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
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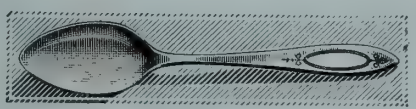
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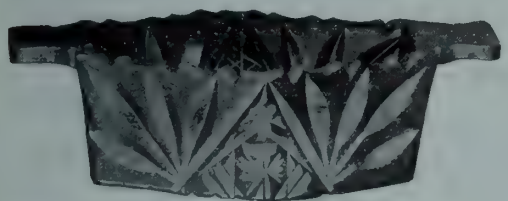
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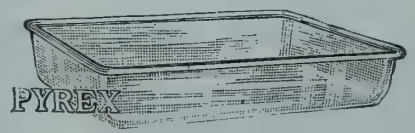
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Canada Steel Goods Co., Hamilton.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

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Walter Woods & Co., Hamilton.

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Caverhill, Learmont & Co., Montreal.

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John Oakey & Co., Ltd., London, Eng.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Dupont Powder Co., Wilmington, Del.

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The Canadian John Wood Mfg. Co., Ltd., Toronto.

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E. C. Atkins & Co., Hamilton, Ont.
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Wilkinson & Kompass, Hamilton.

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Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

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Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

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Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

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Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

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Landers, Frary & Clark, New Britain, Conn.

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

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Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

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Canada Foundries & Forgings, Brockville, Ont.
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Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
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Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The Orillia, Ont.
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The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Builders' Supplies
The Barrett Co., Ltd.

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The Concrete Bumper Co., Windsor, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto

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Brown & Sharpe Mfg. Co., Providence, R.I.
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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Williams & Co., J. H., Brooklyn, N.Y.

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J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

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The A. R. Whittall Can. Co., Ltd., Montreal.

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The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

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The Dustbane Mfg. Co., Ottawa, Ont.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.

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Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
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Cement, Metallic
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Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

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Geo. W. Reed & Co., Ltd., Montreal, Que.

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The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
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Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

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Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn
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Chucks
Goodell Pratt Co., Greenfield, Mass.

Chucks, Tap
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Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
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Clean-out Doors
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Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Chicago Flexible Shaft Co., Chicago, Ill.

Clippers, Horse and Cow
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Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
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Wm. Cane & Sons, Ltd., Newmarket, Ont.
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Penberthy Washing Machine Drainer

(Operates by Water Pressure)



The Old Way

Adapter—For use with smooth faucets. Order this also if your faucets are not threaded.

A

The New and Better Way





A Real Household Necessity

Frees the women folk for all time from the tiresome, mussy, old-fashioned way of filling or draining washing machines and tubs on wash day. Fits any faucet. Can be attached or detached in a moment. No tools needed.

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Take off cap "B" and turn on the water. This creates a suction through the hose and so drains the water into the sink.

To Fill

Simply attach Drainer to the faucet and screw on cap "B" and turn on the water.

The Adapter "A" converts smooth faucets into threaded ones. Simply slip it over plain faucet and attach to Drainer.

The Drainer is made of aluminum—will not rust—will last a life time.

Used by thousands of women all over the country. Can be used for a number of purposes and it saves many, many steps and all the heavy lifting.

The Penberthy Washing Machine Drainer

should be in every household, and you can sell every woman in your town, whether she has a washing machine or wash tub, or whether her washing is done in the basement or kitchen, providing she has water pressure for operating power.

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If he cannot supply you, write us direct and we will see that your order is given prompt attention. We will furnish free on request attractive hangers, circulars, etc.

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Windsor, Ont.

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Can. Foundries & Forgings, Brockville, Ont.

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Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

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Cameron & Co., Toronto.

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Sanderson-Harold Co., Ltd., Paris, Ont.

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The Stanley Works, New Britain, Conn.

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Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.

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Canada Steel Goods Co., Hamilton, Can.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

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Atlas Iron Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
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Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont
The Sheffield Twist Drill & Steel Co., Ltd., Sheffield, England.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont.
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
The Hessco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd. Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fence Posts, steel
Burlington Products Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

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If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gasoline Tanks and Pumps
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Greenfield Tap and Die Corp.

Hangers, Barn Door
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hangers, Door
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Slater & Barnard, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Slater & Barnard, Ltd., Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

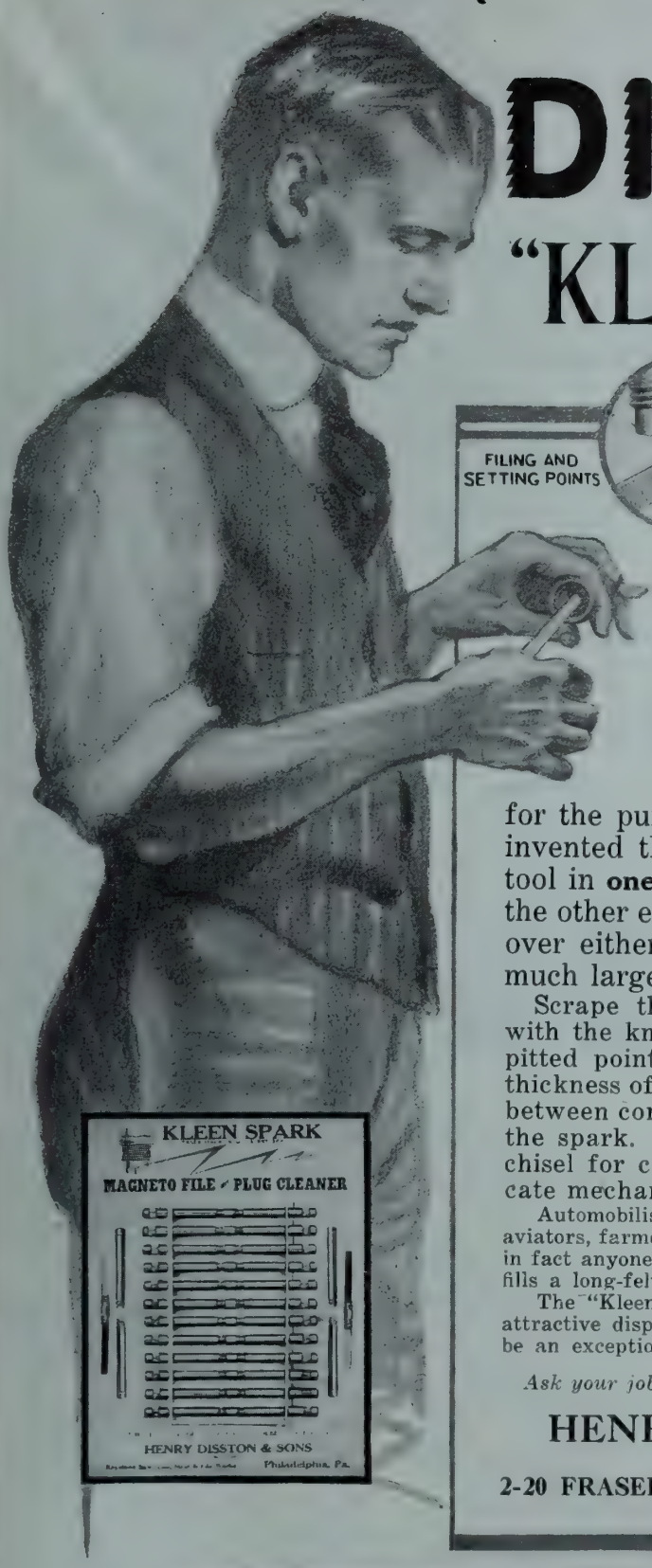
Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

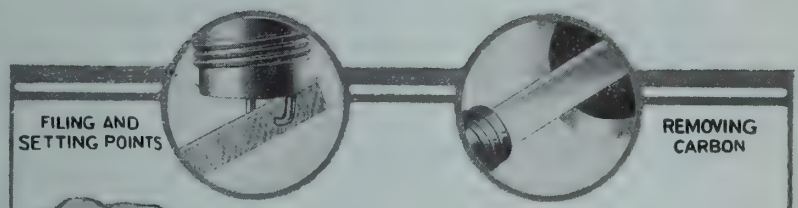
Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

DISSTON
"KLEEN-SPARK"





DIRTY Spark Plugs, due to carbon deposit from combustion of oil and gas, are a great source of annoyance. They result in misfiring and consequent loss of power.

Disston, realizing the need of a compact, complete, efficient tool for the purpose of cleaning spark plugs, has invented the "Kleen Spark." It is a double tool in **one piece,** one end a magneto file and the other end a knife blade. Handle covers fit over either end. The tool assembled is not much larger than a pencil.

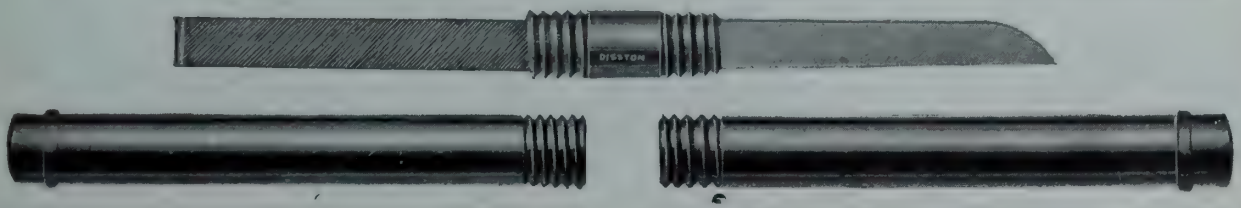
Scrape the carbon from inside the porcelain with the knife blade. Clean and sharpen up the pitted points with the file, then reset, using the thickness of file as a gauge for the proper distance between contact points to get the best results from the spark. The end of the file is beveled like a chisel for cleaning gummy, oily surfaces of delicate mechanisms.

Automobilists, motor-cyclists, motor launch devotees, aviators, farmers for their tractors, engineers and mechanics, in fact anyone working around an engine finds that this tool fills a long-felt want.

The "Kleen Spark" Tools are mounted one dozen on an attractive display card as illustrated. They have proved to be an exceptionally popular tool wherever shown.

Ask your jobber or write to us for complete information.

HENRY DISSTON & SONS
LIMITED
2-20 FRASER AVENUE - TORONTO, CANADA



Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Northern Electric Co., Limited, Montreal, Que.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Pails
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England
T. E. Rowbotham & Son, Sheffield, England.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.
Slater & Barnard, Ltd., Hamilton, Ont.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Lathe Dogs, Drop-forged
J. H. Williams & Co., St. Catharines, Ont.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

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Dominion Linseed Oil Co., Baden and Toronto.
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Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg.
Stewart & Wood, Toronto.

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Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

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T. F. Shurly Co., Ltd., St. Catharines, Ont.

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J. H. Williams & Co., St. Catharines, Ont.

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Thomas Lewis Arnett, Souris, Man.

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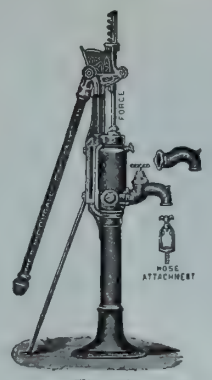


Fig. 117

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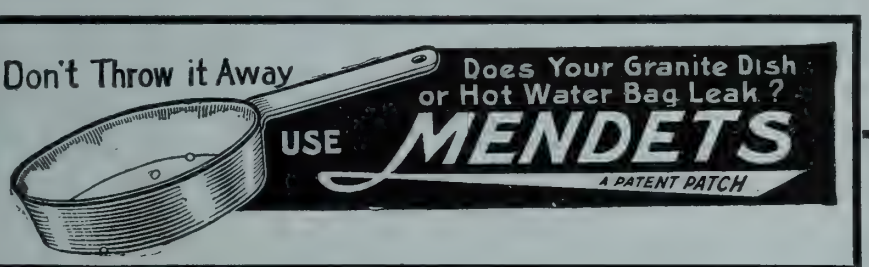
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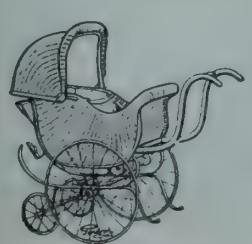


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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metal Cutting Saws
Clemson Bros., Inc., Hamilton, Ont.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Milling Cutters
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd. Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
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The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man..

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oil Hole Covers
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Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Atlas Iron, Wire & General Metal Works, Toronto.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
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Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

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Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
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Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
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Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
F. W. Lamplough & Co., Montreal, Que.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

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Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.

Polishing Heads
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Polishes, Floor
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pruning Shears
The Peck, Stow & Wilcox Co., Southington, Conn.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton Ont.
The Westco Pumps Ltd., Toronto.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
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Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co. Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co. Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co. Ltd., Sherbrooke Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co. Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
C. C. Craig Co., Winnipeg.
Dorken Bros. & Co., Montreal, Que.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co. Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
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Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
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Registers (Hot Air)
& Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
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Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

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Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

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Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Roofing, Ready
The Barrett Co., Ltd
D. J. Lalli & Co., Winnipeg
Geo. W. Reed & Co. Ltd Montreal, Que.
Alex. McArthur & Co., Montreal, Que.

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Geo. W. Reed & Co., Ltd., Montreal, Que.

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Consumers Cordage Co., Montreal, Que.
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The B. Greening Wire Co., Ltd., Hamilton, Ont.

Rosin
Co., Ltd. & Turpentine Co. Ltd., Toronto, Ont

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Wm. J. Brown Montreal, Que.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

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Jas. Chesterman & Co., Sheffield, Eng
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
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The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

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United States Sand Paper Co., Williamsport, Pa

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

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Auto-Strop Safety Razor Co., Toronto, Ont.

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Shurly-Dietrich Co., Ltd., Galt, Ont.

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The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Screw Machines
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
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Sheet Metal Products Co., Toronto.

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Signs, Street
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Sledges, Blacksmith, Coal, Stone
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Warren Forge & Tool Co., Warren, Ohio.

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Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.

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Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

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Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

Soldering Paste
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Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
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Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
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The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
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The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
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Spikes, Eavetrough
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Spoke Shaves
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Sponges
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Sponge Baskets
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Sportsmen's Specialties
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Greenfield Tap & Die Corporation, Galt, Ont.

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Stoves, Electric
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National Electric Heating Co., Ltd., Toronto, Ont
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Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

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National Stamping & Electric Works, Chicago.

Stove Linings
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Burlington Windsor Blanket Co., Toronto.

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Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

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Beatty Bros., Ltd., Fergus, Ont.

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Wells Bros. Co. of Canada, Galt, Ont.

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North Bros. Mfg. Co., Philadelphia, Pa.

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Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
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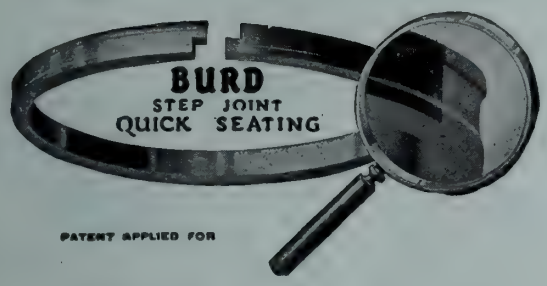
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C. S. Norcross & Sons, Bushnell, Ill.

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Can. Foundries & Forgings, Ltd., Brockville Ont.

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The Katie Foundry Co., Galt, Ont.

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Schultz Bros., Brantford, Ont.

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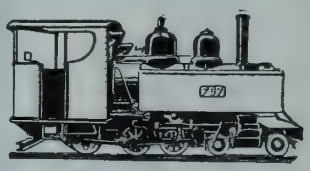
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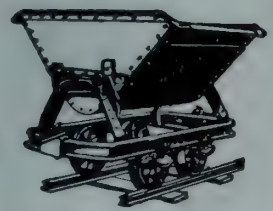
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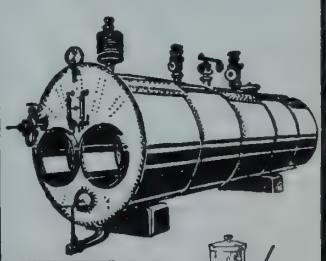
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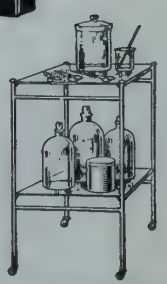






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Rice Lewis & Sons, Ltd., Toronto.
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Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
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Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

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Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

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The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

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Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Co., Ltd., Hamilton.

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Wire, Tinned
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Dennis Wire & Iron Works Co., Ltd., London, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

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Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
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The Star Mfg. Co., Carpentersville, Ill.
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Wood, Vallance, Ltd., Winnipeg, Man.

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Bridgeport Hardware Co., Bridgeport, Conn.

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Brown & Sharpe Mfg. Co., Providence, R.I.
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J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Socket
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The Union Iron & Metal Co., Ltd., Toronto.

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J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
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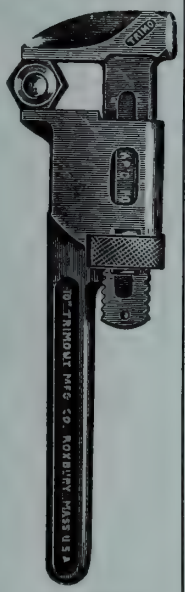
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Trial Orders Solicited—Our Packings Do the Rest

Insist Upon Having the TRADE 

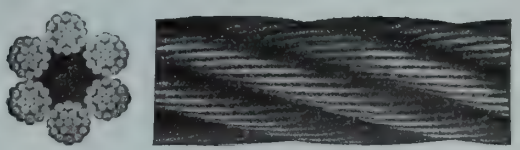
Packing Bearing Our MARK

TUCK & COMPANY, LIMITED
LONDON LIVERPOOL CARDIFF, ETC.

Canadian Representative
Wm. J. Brown, 117 Youville Square, Montreal

Stocks Carried in All Sizes TEL. No. MAIN 2387

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON



Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO CANADA

Chair Seats—In Three-Ply Veneer

Staple Patterns



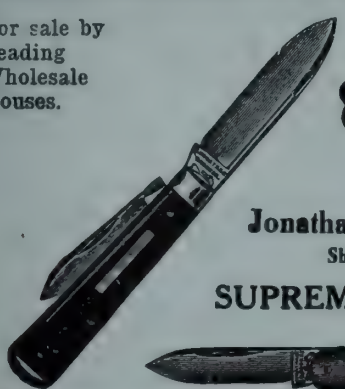
Every C.V.C. chair seat is made of best material, well glued, nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sandpapered and finished with real church pew varnish.

Ask for samples, and compare with any other make.

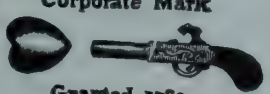
Canadian Veneering Co., Inc.
Acton Vale, Quebec

Distributors: Richardson & Bureau, 55 St. Francois-Xavier St., Montreal.

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY



CRANE MALLEABLE FITTINGS

CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST PATRICK ST
MONTREAL

BRANCHES: Toronto, Winnipeg, Vancouver.
SALES OFFICES: Halifax, Quebec, Ottawa, Calgary.

If interested tear out this page and place with letters to be answered.

$500.00

In Cash for Three Ideas

WE want an absolutely new idea or design which can be incorporated in all our advertising, and offer the following prizes for the three best suggestions submitted—

FIRST PRIZE	-	**$250.00**
SECOND PRIZE	-	**$150.00**
THIRD PRIZE	-	**$100.00**

There are no exacting conditions for those who wish to enter this competition.

The idea we desire will emphasize Crown Diamond Liquid Paint as a pure paint of the highest standard.

The design must be unique and never applied to any other product.

The relation of the design to Crown Diamond Paint must be apparent.

Any words used to describe the quality of the product should be part of the idea conveyed in the design.

We would prefer a design which would contain a sense of humor or a human interest subject.

It is not necessary to submit elaborate drawings or sketches, as it is the thought that will be given consideration and the ideas can be submitted in pencil sketches.

All suggestions must be in our hands by November 30th, 1920, and the winners will be announced January 1st, 1921. Address sketches and ideas to D. S. Blaikie.

Any sketches or ideas we find we can use, in addition to the prize winners, will be paid for.

Sketches and ideas submitted at the risk of the senders.

If you desire any further information or details, address



DUNCAN S. BLAIKIE
32 FRONT ST. WEST
R. C. Smith & Son, Ltd., Advertising Agency
Toronto

McARTHUR, IRWIN, LIMITED
Established 1842 **MONTREAL**
Manufacturers of Crown Diamond Paints and Varnishes
Corroders and Grinders of Crown Diamond White Lead

If interested tear out this page and place with letters to be answered.

Let Us Work for You—

"No Order too Large"; make this your slogan. We carry a complete line of everything in building materials, tile, marble, terrazzo, mantels, fire-place fittings, etc. Wire, 'phone, or write. Let us work for you. Be our agent in your district.

We cover Western Ontario and Niagara Peninsula.

Kent-Garvin Co., Limited
Hamilton, Canada

Reed's Patent Plastic Asphalt Roof Cement



repairs cracked joints, nail holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything, forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500-lb. containers.

GEO. W. REED & COMPANY, LIMITED
37 St. Antoine St., Montreal.

We have a large stock of

Carriage and Machine Bolts
Coach Screws
Rivets, Nuts and Washers



Orders Filled and Shipped Immediately

London Bolt & Hinge Works
London, Canada

Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application *Immediate Shipment*

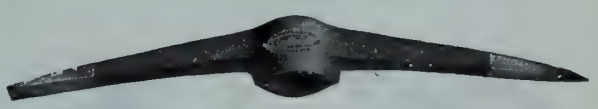
JAMES HUTTON & CO.
706 Shaughnessy Building MONTREAL

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited
PETERBOROUGH, ONT.

PICKS



No. 5

Made of best high-grade, open-hearth steel, hammer forged and correctly tempered. Finished in black with polished points.

THE WARREN TOOL & FORGE COMPANY
234 Griswold St. Warren, Ohio, U.S.A.

WILKINSON & KOMPASS

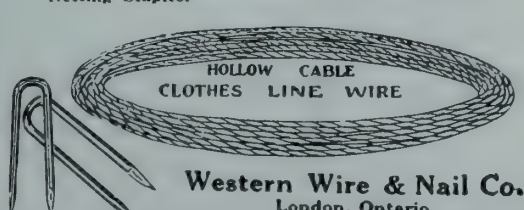
TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY



Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.



Western Wire & Nail Co.
London, Ontario

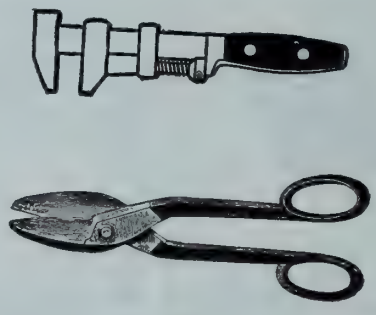
If interested tear out this page and place with letters to be answered.

Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.



366



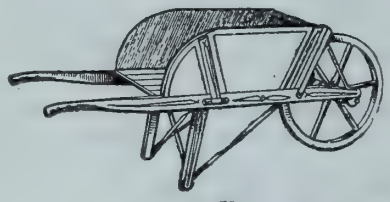
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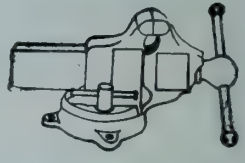
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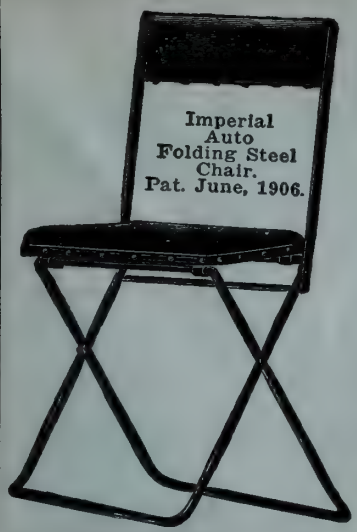


THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.



Its Handiness SELLS IT

The Imperial Folding Steel Auto Chair is built of best steel of oval section, finished in rich black japan; seat and back upholstered in black waterproof art leather.

This comfortable, strong chair is a boon where space is at a premium, folds to less space than any other chair — yet perfectly convenient. Adult size seat 16" high. Children's size, seat 12" high.

Imperial Bit & Snap COMPANY
RACINE - WISCONSIN



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

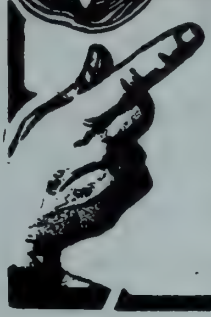
John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1 Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East. Winnipeg
Sankey & Mason, 839 Beatty Street Vancouver.

Establishing the Reputation of a New Firm or Extending the Reputation of an Old One

When the shrewd, modern advertiser has successfully harnessed the great power of publicity to his business, his next operation is the selection of a definite objective. Perhaps one of the most familiar objectives that makes his continuous advertising productive and profitable is the establishing or extending of the firm's reputation by a regular weekly message to the whole hardware trade of Canada setting forth the claims and policies of the house. The trade invariably prefers to purchase from a concern that has become familiar in the pages of their favorite trade newspaper—HARDWARE AND METAL.

GERMANTOWN
LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

STEEL FOUNDRY EQUIPMENT



Steel Shop Boxes, Foundry Boxes, Shelf Boxes, Shop Barrels, Stools, Oily Waste Cans, Garbage Cans.

Gasoline Tanks and Pumps, Pressure Tanks, Storage Tanks, Smoke Stacks.

Anything in Black or Galvanized Sheet Metal up to ⅛ thickness. Send blue print or rough drawing and get our prices.

Sheet Steel Sundries for Manufacturers is one of our specialties.

Write us

The Steel Trough and Machine Co. Limited
TWEED, ONT., CANADA

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

If interested tear out this page and place with letters to be answered.

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED — EXPERIENCED HARDWARE clerk of good appearance, single, with good education, to spend two months at Toronto and then go to Winnipeg branch of company. Give all details in letter to Box 31, Hardware and Metal.

WANTED IMMEDIATELY — FIRST-CLASS hardware man for head clerk in retail store. State age, experience and salary. Box 63, Hardware and Metal.

WANTED—TWO EXPERIENCED HARDWARE salesmen for an aggressive Northern hardware firm. Kindly state age, experience, religion, married or single. Apply Box 15, Hardware and Metal.

WANTED — EXPERIENCED HARDWARE salesman. Apply stating age, experience and salary to Mills Hardware Co., Hamilton.

WANTED—AN EXPERIENCED TRAVELLING salesman for wholesale and retail hardware firm in enterprising Northern city. Apply Box 23, Hardware and Metal.

SITUATIONS WANTED

CAPABLE MAN, WITH TWELVE YEARS' EXperience, would like to take charge of hardware store. Box 12, Hardware and Metal.

HARDWARE and METAL'S unique circulation as proven by the ABC Audit is due to 32 years of honest effort to give the retail trade the best possible service.

FOR SALE

HARDWARE STOCK AND PROPERTY FOR sale. Town of 800, on Provincial highway, good farming district; $10,000 stock. Retiring from business. Write Box 304, Hardware and Metal.

GOOD, CLEAN HARDWARE STOCK AND business for sale, established for nineteen years. Box 27, Hardware and Metal.

THE FOLLOWING COKE TIN PLATES IN stock at Toronto warehouse for immediate delivery: 254 packages, 112 sheets, 100 lbs. basis, sizes 15 x 30, 18¼ x 26¼, 18¾ x 28, 25 x 28, 22 x 26, and 19 x 28. Primes and Wasters. Box 341, Hardware and Metal.

HARDWARE STOCK AND BUILDINGS FOR sale in town of 1,500 in best farming and fruit-growing district in Grey County. About twelve thousand will handle. Stock can be reduced. Ill-health reason for selling. Turnover about forty thousand, can be increased. Box 18, Hardware and Metal.

FOR SALE—ONE CANADIAN HANSON VAN Winkle No. 5 Brass Tilting Barrel, 18" x 20", for cleaning and polishing small brass and steel products, price $150; 5,000 lbs. 4¼ x .018 Flat Bright Cold Rolled Steel in coils, No. 4 temper, bright finish, price $12 per 100 lbs. The Newell Mfg. Co., Limited, Prescott, Ont.

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

HARDWARE AND METAL

is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, Laprairie (Montreal), Que.

OPPORTUNITIES ARE BEING OFFERED EVERY WEEK ON THIS PAGE. ARE YOU MAKING USE OF THEM

QUICK RESULTS

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

If interested tear out this page and place with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.



POULTRY LEG BANDS, EAR TAGS AND BUTTONS FOR STOCK

F.S. BURCH

Retail Prices
Single Spiral Colored Bands . . . $1.00 for 100
Ribbon Bands Colored . . . . . $1.65 for 100
Challenge Adjustable Bands . . . .90 for 100



Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free
RIDEAU SPECIALTY CO.
MANUFACTURERS SMITHS FALLS, ONT.



"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

WHEN WRITING TO ADVERTISERS PLEASE MENTION THIS PAPER.



SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 218 State St., BOSTON

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.
115 WILLIAM ST. NEW YORK

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

Quotations from
MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.



Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

Sash Weights Wall Washers

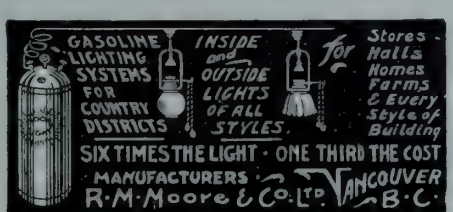
All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.



BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED

KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes. etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

For Permanency, Label your Goods with
Decalcomania Transfer Name Plates
MADE IN CANADA BY
CANADA DECALCOMANIA COMPANY, LTD.
364-370 RICHMOND ST. WEST. TORONTO, CANADA.

CLIMAX PAPER BALERS



ALL STEEL — FIREPROOF

"Turns Waste into Profit"

12 SIZES

Climax Baler Co.
Hamilton, Ont.

Machinery Special Babbitt

(Copper Toughened)

is the best all-round Crusher Babbitt made. Let us prove it. Once used, always used.

The Dominion Metal Co., Ltd.
Sherbrooke, Que.

Northern Tape Electric Splice

insist on these Brands

Northern SPECIAL
VICTOR NOR-EL-CO

Northern Electric Company
LIMITED

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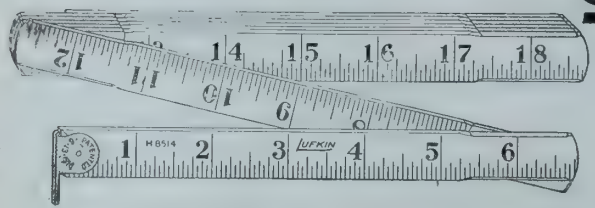
Vol-Peek Mfg. Co. 30

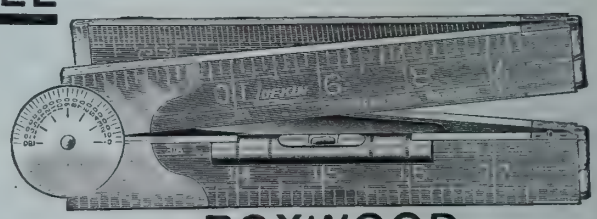
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LUFKIN RULES



STEEL





SPRING JOINT BOXWOOD

MEET ALL THE REQUIREMENTS OF THE MECHANIC.

Embracing, in addition to the old and sturdy qualities,

Noteworthy Improved Features
Insuring Accuracy of Reading, Ease of Use, and Saving of Time.
APPEAL TO MECHANICS ON SIGHT.

MADE IN CANADA

Ask Your Jobber *Send for Catalogue*

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

If interested tear out this page and place with letters to be answered.



Trade Mark Registered

"Paints and Varnishes for Every Purpose"



O. P. W. fetches the "dough"
By selling quick,
Cash registers show.
As merchants say,
"It paves the way,"
And builds up business, day
by day!

"Save the surface and you save all" *Paint & Varnish*

Your Cold Weather Opportunities Are In Inside Painting

What is more natural, when the outside of a house is shining with new O. P. W. paint, than to devote the spare time of the cold weather season to interior decoration? There is no end to the list of things waiting for inside work: the floors to be painted, stained or varnished; the inside trim; radiators to be touched up with aluminum or bronze; ice boxes, kitchen cabinets and other kitchen and pantry furniture waiting for a fresh, shining coat of white enamel; pantry shelves to be done; the bathroom and other walls to be treated. Every housekeeper to-day is salvaging old chairs and tables and making them, not only serviceable, but an addition to the artistic beauty of the home with O. P. W. Products.

Have you the right O. P. W. Product for all these things and the many other purposes too numerous to mention? If you have, and you jog your customers' memories, your Paint and Varnish Department is well fixed for the coming winter season.

O.P.W. for Sales, Service, Satisfaction.

Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

COMMUNITY PLATE



Have You Arranged Your Community Week Displays?

The possibilities for big business in COMMUNITY PLATE during COMMUNITY Week—Nov. 6 to 13—are only limited by your own efforts.

Your customers are already looking forward to the better opportunity it will afford to see COMMUNITY PLATE displayed and to inspect the different pieces. They are especially interested in the COMMUNITY Correct Service pieces.

Use the COMMUNITY Week poster—illustrated in this advertisement. Use COMMUNITY store cards on the showcase containing your display.

The irresistible appeal of COMMUNITY PLATE itself will do the rest.

Take the fullest advantage of COMMUNITY Week. The opportunity is unusual.

ONEIDA COMMUNITY, LIMITED

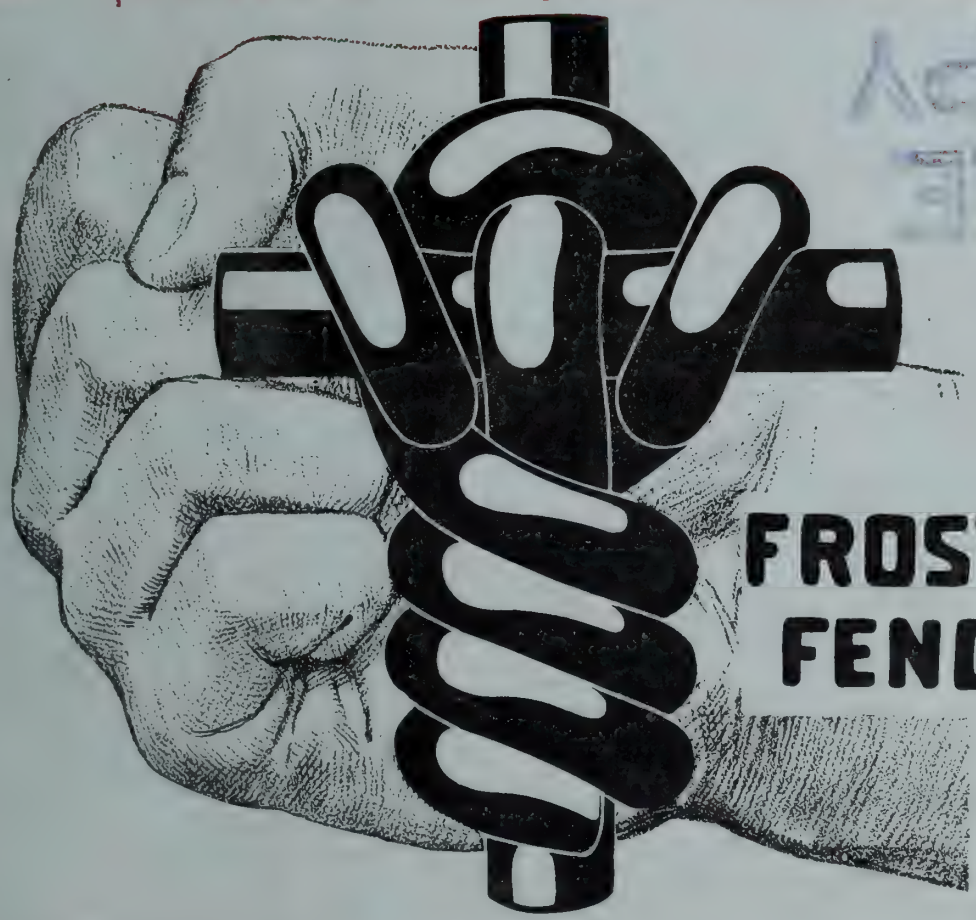
NIAGARA FALLS, - ONTARIO

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII. No. 46 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA NOVEMBER 13, 1920

Put "PUNCH" in your fence business



Be outstanding—A leader.

You can accomplish it with a little extra effort and better service. A Frost agency will help you win.

Make your volume of fence business big and free from complaints by selling Canada's **leading** fence—**FROST FENCE.** Benefit by its superior selling arguments and the popularity it has gained through National Advertising and actual field service.

Frost Fence will not only make money for you, but good friends as well, who will buy the other lines you carry.

Frost Steel and Wire Co., Limited, Hamilton, Canada

Manufacturers of Galvanized and Bright Wire, Hay Wire, and Bale Ties, Woven Wire, Farm, Factory and Ornamental Fences, Galvanized Gates, Manufacturers' Wire Supplies. Write for catalogue.

THE ADS.

That the Ad. Man Doesn't Write

Advertising plays an important part in maintaining the enormous demand for O-Cedar Polish. It serves as a constant reminder, and persuades people not acquainted with O-Cedar's high standard of Quality to try this wonderful Polish.

But O-Cedar's best advertisement is the one that is never written. It is a more convincing, more effective kind of advertising than could ever be written.

Personal recommendation — "word of mouth advertising"—is one of O-Cedar's greatest assets; and one which increases yearly with O-Cedar's expanding sales.

This asset is highly appreciated by the Dealer who favors profitable, quick-selling articles.

CHANNELL CHEMICAL COMPANY
LIMITED
TORONTO







HARDWARE AND METAL, November 13, 1920. Volume XXXII., No. 46. Published every Saturday at Toronto. Yearly subscription price, $4.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



Just Received Our Stock of

All Styles for Men, Women, Children.

—Also Dunn's Hockey and Racing Tubes

Shin Pads
Ankle Supports
Skate Straps
Snowshoes
Skis, Pucks

Moccasins

WE are just opening our stock of skates, skating accessories and winter sport supplies, and are ready to fill orders on short notice.

The belated winter will mean that the season is liable to come in with a rush and catch some merchants without a good stock. There are many indications of an open winter, which means that there will be much open-air skating, especially in rural districts, where enclosed rinks are scarce.

Be ready for a big winter season by ordering your stock of skates and accessories, etc., now.

BOB SLEIGH AND SPRING SKATES

We carry a full line of bob sleigh and spring skates in best styles and well finished.

Ask the "Rice Lewis" man to quote prices on these lines or write direct.

RICE LEWIS & SON, LIMITED

VICTORIA STREET, TORONTO

If interested tear out this page and place with letters to be answered.



UNIVERSAL

Silver Overlaid Table Service

Those who look at it may ask — "Where is its value? Is it in the design, the silver overlay, the metal beneath, the wearing quality — or in the combination of all?"

Value, after all, is of two kinds. One is the arbitrary value the manufacturer puts on his goods. The other is the actual value he puts into his goods.

The value of Universal Silver Overlaid Table Service isn't confined to price tags. It isn't the kind often present in words and absent in substance. It can be seen in the impressive beauty of design and finish. It can be felt in hands and weighed in scales. It is value revealed by wear that doesn't wear out.

Guaranteed for Fifty Years of Satisfactory Service

When you recommend Universal Service as possessing enduring worth you stand firmly on the vantage ground of Truth.

Canadian Representative:
A. MACFARLANE & CO., LTD.
Montreal Quebec

Landers, Frary & Clark
New Britain
Connecticut

Farmington

UNIVERSAL

UNIVERSAL
Garage Door Sets



How Many Autos Has Canada?

Every One Must Be Sheltered!

Canada will have four or five hundred thousand automobiles by the end of this year. About 70,000 will be built in Canada during 1920 and every car must be housed, which indicates continued heavy sales of Universal Garage Sets by hardware merchants.

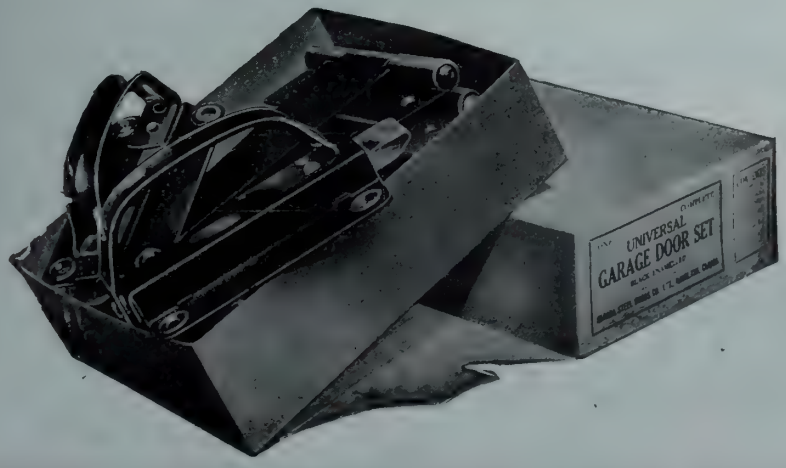
The Universal Garage Set Offers **the lowest price on record.** Beautiful extra heavy hardware, the very best of its kind, finished in black enamel. Auto owners are favorably impressed with this set as soon as they see it.

Time-Saving Packing

3—Pair 8-inch Extra Heavy Tee Hinges.
1—No. 1055 x 6-in. Wrought Steel Chain Bolt.
1—No. 1056 x 6-in. Wrought Steel Foot Bolt.
1—No. 1240 Wrought Steel Door Latch.

In a neat, strong box as shown, complete with proper sized screws. This set includes our famous No. 1240 latch, the most efficient and best selling latch on the market. The set weighs 10 lbs.; packed 6 sets to a case.

Canada Steel Goods Company, Limited
HAMILTON, CANADA



If interested tear out this page and place with letters to be answered.



Standing as a protector of the interests of the manufacturer, the mechanic and the future customer, the inspector daily stakes his reputation on the accuracy of his tools.

If most inspectors prefer Brown & Sharpe Tools, that fact should carry an emphatic message to you.

STOCK
Brown & Sharpe Tools

Tools that satisfy the inspector will meet the requirements of the most critical customers from then on.

AND WE PROTECT THE DEALER.

Brown & Sharpe Mfg. Co.
Providence, R.I., U.S.A.

If interested tear out this page and place with letters to be answered.

Plymouth Rope



After Cleaning, Manila Fiber Is Sun and Air Dried under the Cocoanut Trees

FOR best results, Manila fiber must likewise have proper care while drying. After the hemp is cleaned it is carefully spread over bamboo poles for sun and air drying. It is then loosely-baled and carried to market for classification and sale.

In color, the fiber varies from a pure white with a brilliant lustre, to an ochre color in the intermediate grades, and brown in the lower grades. From its length and character Manila is known as "hard" fiber, whereas wool, cotton, flax, jute, etc., are generally termed "soft" fibers.

The fact that rope may be termed "Pure Manila" is no proof of its strength, durability or general value, for, of the many varying grades of Manila fiber produced, some are entirely unsuitable for rope-making. A rope may therefore be composed of all Manila fiber and yet be far from a satisfactory rope.

PLYMOUTH Rope is everywhere known as the highest quality obtainable, and will invariably far exceed in durability, breaking strength and general satisfactory service.

PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS

If interested tear out this page and place with letters to be answered.

TOM—
DICK—
and
HARRY—

YES—we used to sell Tom, Dick and Harry, in fact for years we sold our goods to anyone and everyone who cared to buy. We used to have as many as three or four dealers handling our line even in small towns—at that time we thought that was the best selling plan, but—never again.

A short time ago we adopted a new sales plan and started in to appoint exclusive agents in every town and city in Canada, and it has been working out so well we regret that we had not followed this system when we first commenced business—'way back in 1843.

Our new agency proposition gives our dealers the exclusive selling rights for our goods in their community and in addition we pledge ourselves to get behind them and back them up to the limit of our ability in helping them to build a big and profitable business.

Interested Hardware dealers should write us at once for particulars of our agency plan for handling 'Souvenir" Stoves and Ranges.

Tinsmiths would do well to inquire about "Souvenir" and "New Idea" Furnaces.



All of our goods are sold with a guarantee that is a real guarantee.

Ask us also for full particulars regarding the way in which we propose to co-operate with our dealer agents.

"SOUVENIR" Stoves and Ranges

"SOUVENIR" and "NEW IDEA" Warm Air Furnaces

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER WINNIPEG MONTREAL

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives :

F. C. MOORE, 134½ Higgins Ave., Winnipeg

W. C. CHESTER, Hamilton St., Vancouver

If interested tear out this page and place with letters to be answered.

The Seal of Quality

WILT

High Speed and Carbon Twist Drills, Reamers and Milling Cutters

Make "Quick and Often" Sales

because mechanical men know them, have used them, and believe in them.

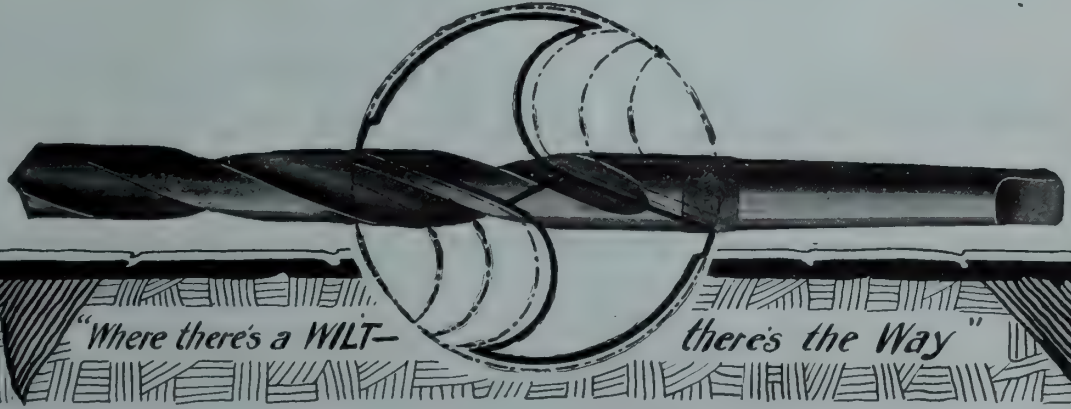
WILT Tools are made from carefully selected materials accepted only after rigid inspection that assures a perfect tool on which permanent trade can be built.

The Dominating factors of WILT Products are Quality Materials, Precision, Accuracy, Experience in Manufacture, and Longest Duration of Service.

Have you seen our special Reamers for Ford Car repairs?

Ask your dealer or write him direct for our catalogue "C."

WILT TWIST DRILL COMPANY
OF CANADA, LTD. Walkerville, Ont.



"Where there's a WILT— there's the Way"

The "SEAFOAM"

is the best selling electric washing and wringing machine on the market to-day.



Wrings While it Washes, Washes While it Wrings

Why?

Because it is not surpassed by any machine at double the price. It washes clothes quickly and well, and does the wringing—all by power. It is a quality product that has been on the market for 12 years, and hundreds of SEAFOAMS sold years ago are working to-day as well as ever. You don't take any chance with the SEAFOAM because it has stood the test of time.

And listen—It sells for a price within the reach of the average householder. The buying public is watching its dollars these days.

Sold only to dealers through the jobbers or direct from our warehouses in Hamilton and Montreal.

DOWSWELL, LEES & CO. LTD.

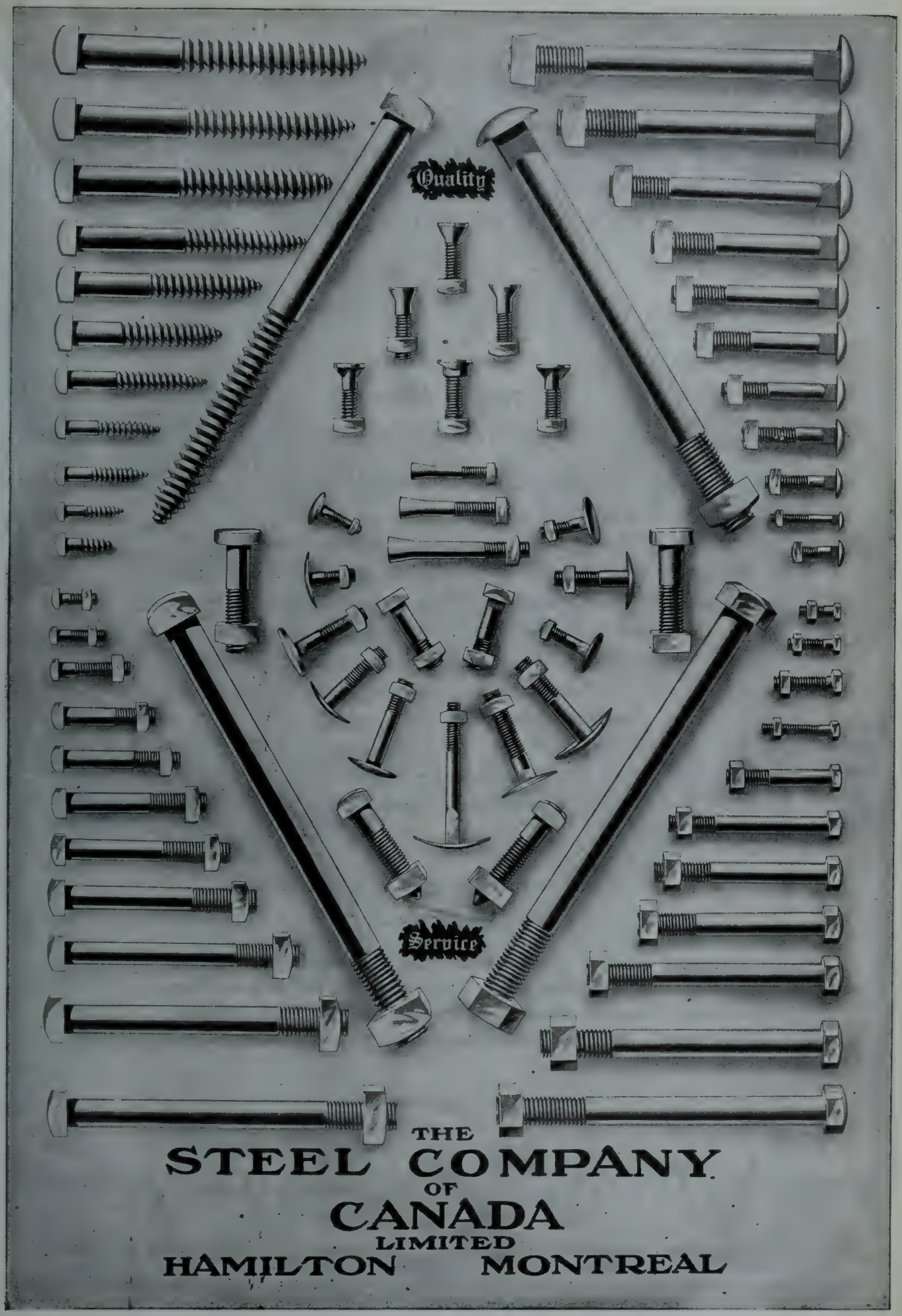
HAMILTON, CANADA

Makers of every type of hand or power washing machine of merit. Also ARROW BRAND Clothes Wringers.

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.



If interested tear out this page and place with letters to be answered.

Quality Electrical Merchandise

A House is judged by the quality of the goods it sells

Consider These

Northern Electric

Builders of Reputations

Batteries
Bells - Buzzers
Bryant Wiring Devices
R. Thomas & Sons' Porcelains
Thomas & Bett's Material
Flexible Conduit
Iron Conduit
Condulets
Knife Switches
Fuses
Insulators
Annunciators
Pole Line Hardware
Sockets and Receptacles
Line Construction Material
Square D Boxes
Steel Strand
Wiremold
Lamp Guards
Lamps
Sockets
and many others

It pays to stock Northern Electric Quality Electrical Supplies—the complete line—distributed by the largest Electrical House in Canada—"Makers of the Nation's Telephones"—with branches located in thirteen of Canada's largest cities.

Write the one nearest you.

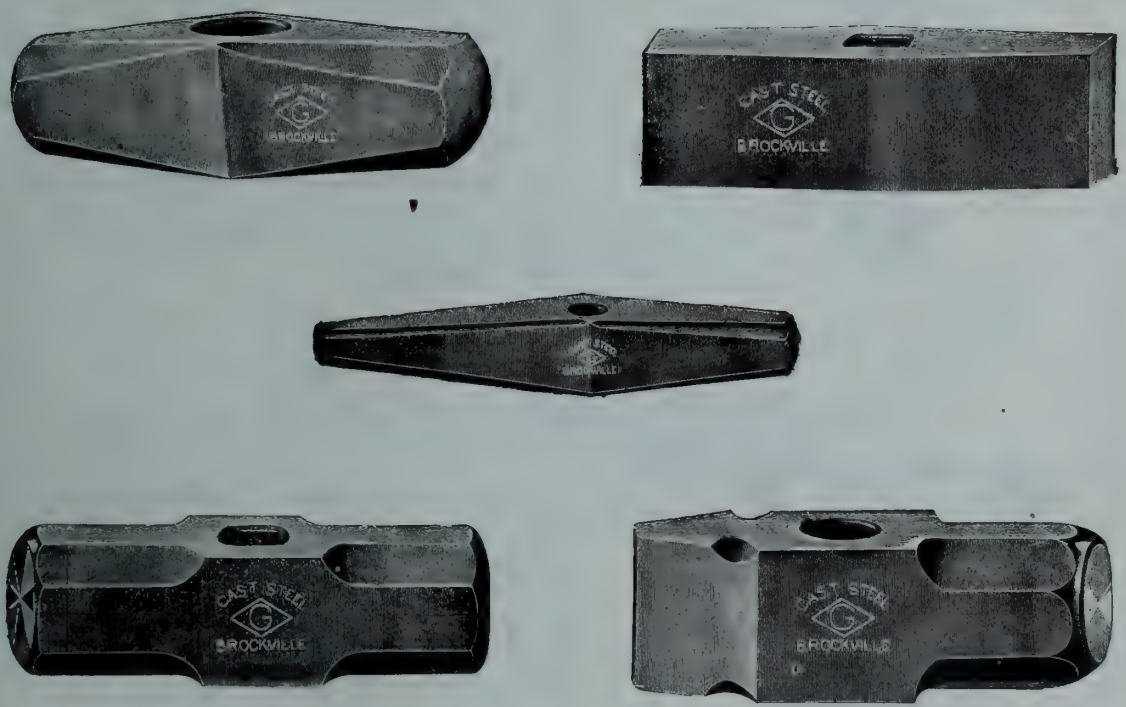
Northern Electric Company
LIMITED

Montreal Halifax Toronto London Winnipeg Calgary Vancouver
Quebec Ottawa Hamilton Windsor Regina Edmonton

If interested tear out this page and place with letters to be answered

CANADA
FOUNDRIES & FORGINGS
LIMITED

The Sledge People of Canada



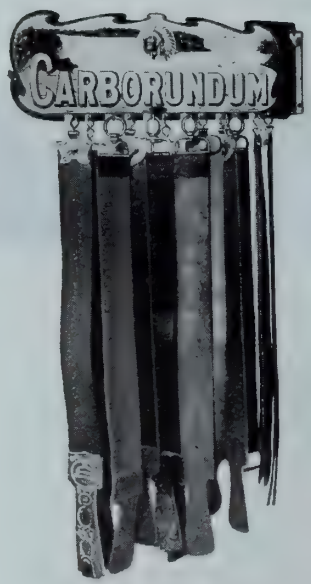
Makers for a Half Century

See Your Jobber

JAMES SMART PLANT
BROCKVILLE, CANADA

What You Can Tell 'em About Carborundum Razor Strops





The Carborundum Strop Hanger

TO sell the man who comes in to buy a razor strop you need only tell him a few things about Carborundum Razor Strops.

For instance about the sharpening side—treated with the fine powdered Carborundum that gives an edge in three or four strokes.

Let him know that every strop is of high quality of leather, soft, pliable, uniform. That from the lowest to the highest price every Carborundum Strop is skillfully made, expertly treated—

And you will have made a sale—and a friend.

Glad to send you the necessary display materials to help your strop business

The Carborundum Company

Niagara Falls, N. Y.

New York Boston Chicago Pittsburgh Cleveland Philadelphia Cincinnati Milwaukee Grand Rapids Detroit

If interested tear out this page and place with letters to be answered.



HAVE you ever considered what a fine, profitable sideline there is in gloves? A display case of Carhartt gloves would not only add to the attractions of your store, but it would suggest the buying of gloves at the very time when the customer is ordering tools and other working appliances for which gloves are required. And what a chance there is here for the "silent salesman" to add another item to the sales slip. Said a salesman, "In one store where I got the initial order I was informed that they (Carhartt Gloves) had repeated twice in spite of the fact that the glove season had been very backward."

Carhartt Gloves pay a good profit. They sell well because they have a good appearance. They bring repeat business because they are made well—they are strongly reinforced where the wear comes. Order a sample dozen or two and begin right away to build up a money-paying glove section.

207M—Full split one-finger Mitts, knitted wrist.

308M — One-finger Combination Mitten, horsehide palm, sheep back and leather cuff.

HAMILTON CARHARTT COTTON MILLS, LIMITED

TORONTO MONTREAL WINNIPEG VANCOUVER

Manufacturers of Carhartt Overalls, Allovers and Work Gloves

7313

CARHARTT GLOVES

If interested tear out this page and place with letters to be answered.

Butterfield Tools



The standard of progressive machine shops. To officials and machinists alike the reliable, dependable qualities of Butterfield Tools have been as familiar as the tools themselves during all the years that most workers, now in the shops, can remember.

This thorough familiarity of tool-users and tool-buyers with Butterfield Tools makes them easy for hardware jobbers and retailers to sell. These excellent tools will, if properly displayed, definitely increase the turnover of tool departments.

Butterfield & Co., Division
Union Twist Drill Co.
Rock Island Quebec



Foreign Representatives:

Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue De Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg.

BUTTERFIELD

If interested tear out this page and place with letters to be answered.



Story for Week Dated November 13, 1920. Being No. 31 in the Series

Purity of Eddy Company Pulp Is Well Worth Working For

WHEN in the course of a visit to the E. B. Eddy Company's great manufacturing plant at Hull, you see the many purposes to which wood pulp is applied in the manufacture of papers and indurated ware, you realize that the essential purity of the pulp is something well worth the endless care taken to ensure it. For Eddy Company paper bags are used by retail merchants throughout Canada to contain merchandise, and E. B. Eddy Company wrapping papers are used in all the Hardware stores of the land. E. B. Eddy Company Indurated Fibre Pails are used for milk and butter on most of Canada's farms. For such purposes as food containers their basis of snow-white sulphite pulp is reassuring and inspires confidence.

The well-known strength and reliability of Eddy Company Paper Bags is well known to every Hardwareman or clerk that ever sold dry colors.

After the many screenings and washings of which you have read, the sulphite pulp is ready to arrive at the "wet machine," which makes it into the form of great thick blanket-like sheets which can be handled, or stored, or even exported. In the wet state these heavy blankets are not more than 38 per cent. pulp. The rest is water, which makes them heavy to handle. But there is a reason for the wetness, since every time you dry wood pulp you weaken the strength of its fibres. For shipment, however, it is necessary to dry the pulp, and this is done by passing the thick blankets of it through a series of smooth rollers heated from within by steam. This turns the pulp out in a form very familiar to retailers, namely, as sheathing which is used for covering the walls of buildings to make them retain heat better in cold climates.



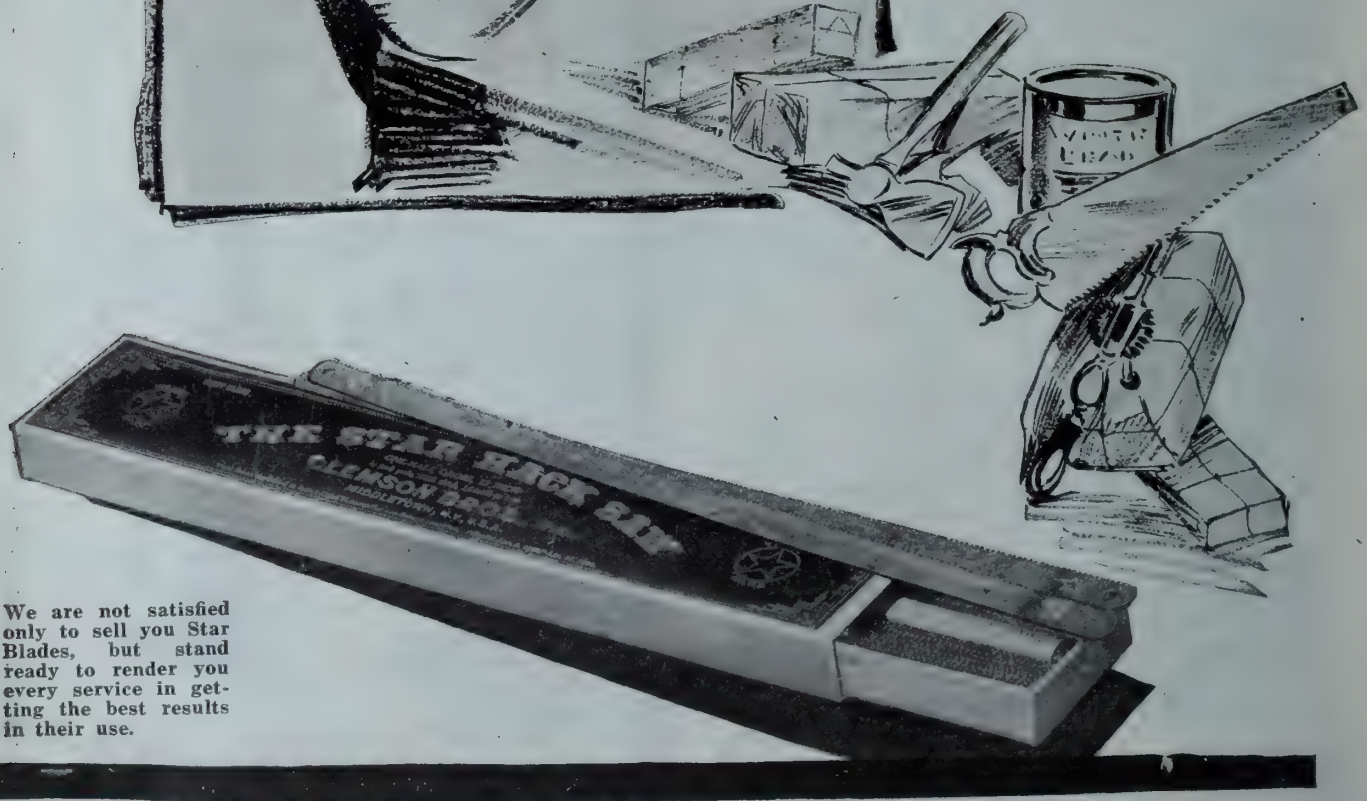


If interested tear out this page and place with letters to be answered.

"What Else-



Many a big bill of goods has been sold through satisfying your buyer's wants for some article that is small to you, but important to him.



We are not satisfied only to sell you Star Blades, but stand ready to render you every service in getting the best results in their use.

STAR HACK

Besides Star Hack Saws?

When your customer comes in, you are faced with the vital question of whether you will sell him a standard article which requires little selling, does your store credit, and is the strongest possible repeater, or whether you will spend a lot of effort in putting over some unknown article of doubtful satisfaction. Few merchants to-day hesitate in choosing the standard goods of known value which give the greatest turnover. Satisfy him that you handle only standard, well-known goods, and it is often surprising how liberally he buys from you for all his many requirements.

In hack saws the standard goods have been "Star" Blades since 1883 as all the trade knows. Star Saws are the only hack saws made. It is a dominating position that has been earned by 37 years of making hack saws so superior in faster cutting and greater toughness that no other can stand comparison.

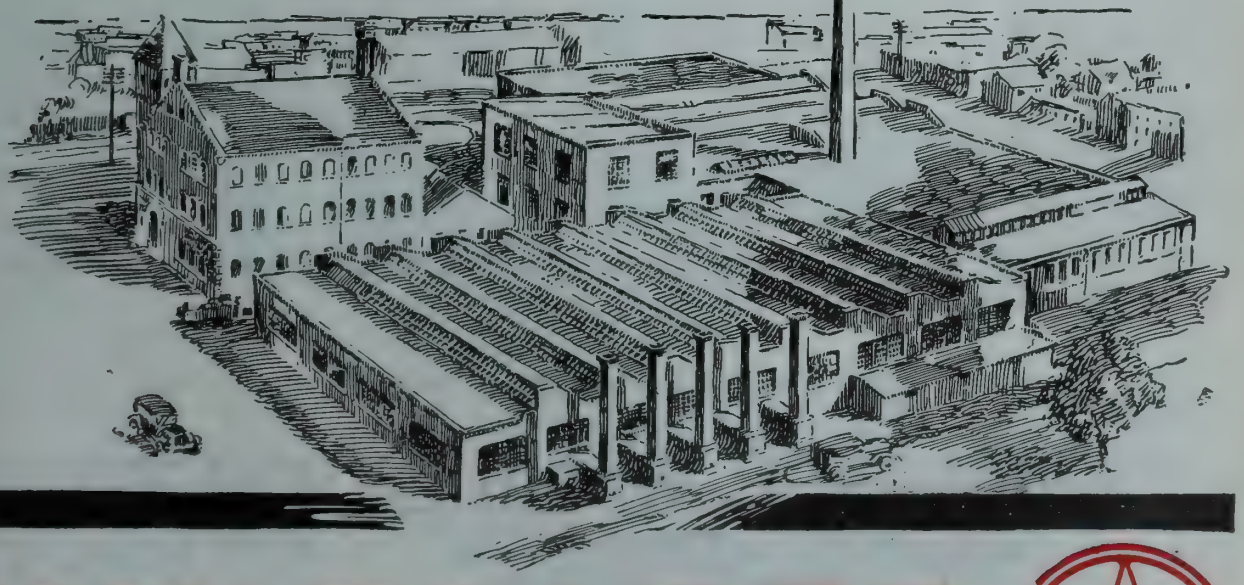
Now we have taken over the selling of our own goods so that we can deliver a service to Star users and the trade that is just as superior as the goods themselves. Our factory in Middletown, N.Y., which has made Star Saws since the beginning, will now be the headquarters of our Sales and Service Departments, which will give you a more complete and effective service than ever before. We have more representatives in the field and they are at your service to help you build up the largest possible sale of Star Saws with the factories and individual users.

Our large national advertising will be larger than ever the coming year, making Star Saws more than ever the largest selling blade and the most profitable for you to handle.

We are not satisfied only to sell you Star Blades, but stand ready to render you every service in getting the best results in their use.

In ordering through jobbers, be sure to specify "Star" and insist on getting what you order. All inquiries or direct orders sent to this office will have every attention.

CLEMSON BROS. INC.
MIDDLETOWN, N.Y.

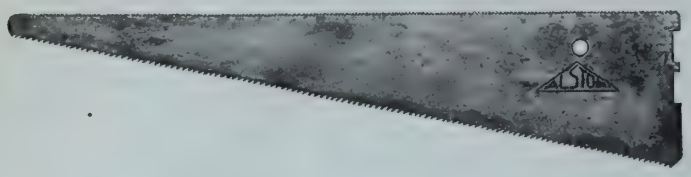


SAW BLADES

A NECESSARY TOOL

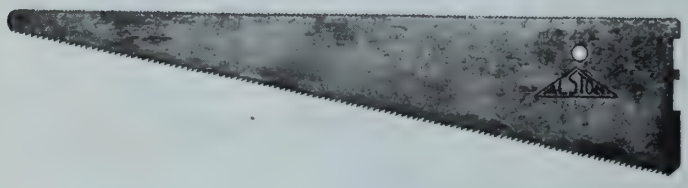
KIT-HAXAW SET

No Mechanic Should Be Without One



A SMALL BUT PRACTICAL RIGID HACK SAW





CAN BE EASILY CARRIED IN A KIT OR IN THE POCKET

Designed to do the work where the present hack saw, with its cumbersome frame, fails. Particularly designed adaptable for the automobilist, carpenter, plumber, electrician, in fact, any mechanic who has use for a hack saw.

Blades are made of the highest quality of tungsten hack saw steel, hardened and tempered by a special process which reduces the breakage in service to the limit. The handle is made of tool steel in a form that permits of the greatest variety of grips.

Adjustment of new blades is made with single screw.

The KIT-HAXAW sets are sold, one saw complete with two extra blades in a waterproof holster.

For Full Information, Write

WIEBUSCH & HILGER, LTD.

106-110 LAFAYETTE STREET - NEW YORK, N.Y.

Canadian Selling Agent:

JAMES GERARD KERR - 411 St. Nicholas Building, Montreal

If interested tear out this page and place with letters to be answered.

GOODELL-PRATT

1500 GOOD TOOLS

MITRE BOXES

All Steel—"Built Like a Bridge"

For fifteen years Goodell-Pratt Mitre Boxes have been gaining favor with high-grade mechanics; a class of trade whose requirements and desires represent good business for you.

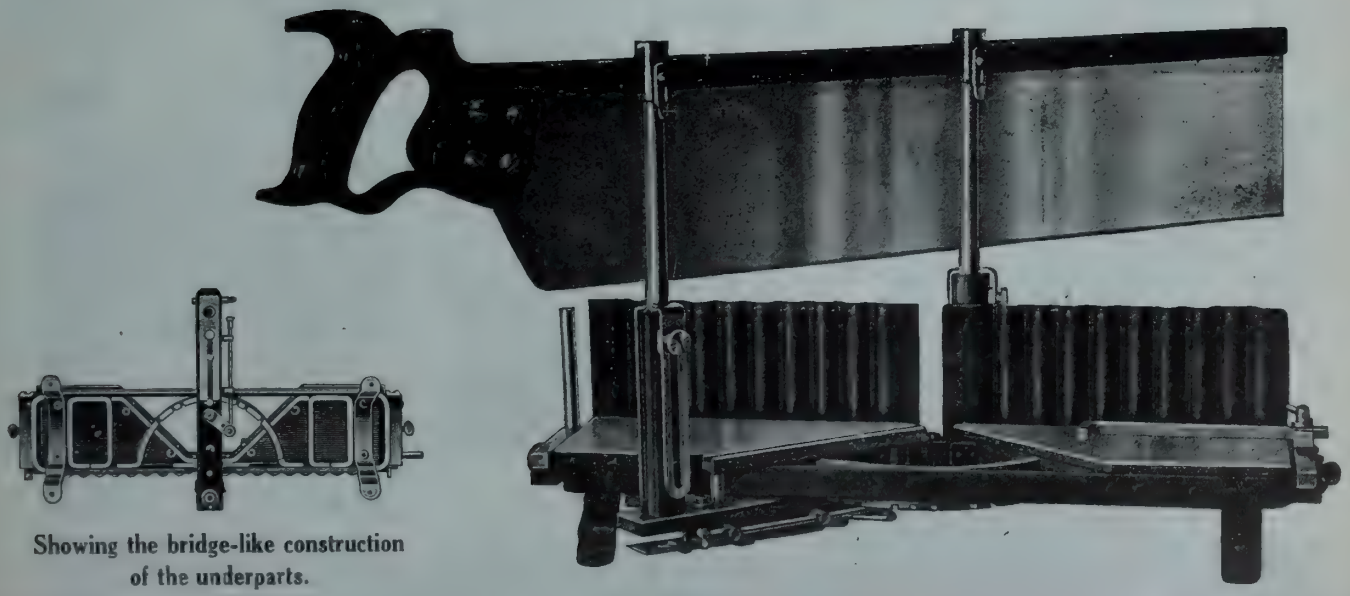
SALES FEATURES:

Every Goodell-Pratt All-Steel Mitre Box is provided with an Automatic Lock to hold the saw elevated, a Stop to regulate the depth of cut, Automatic Lock to make all regular angles, and a Quick Lock for all other angles. They are wonderfully durable and their accuracy is unquestioned.

Goodell-Pratt Company

Toolsmiths

Greenfield, Massachusetts, U. S. A.



Showing the bridge-like construction of the underparts.

If interested tear out this page and place with letters to be answered.

PEERLESS FENCES

STAND EVERY TEST

Place Your Order To-day

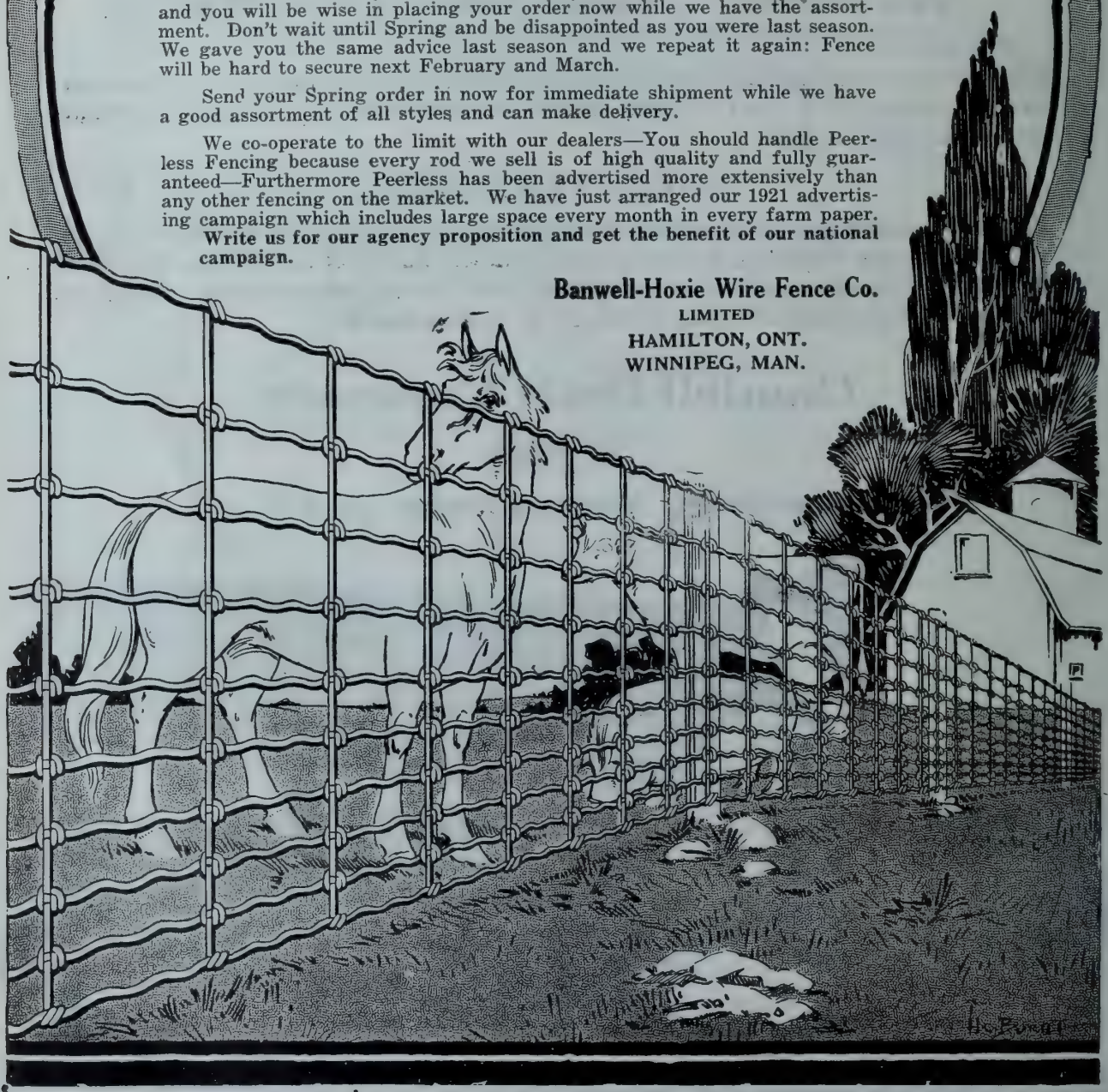
There is very little fence in the hands of dealers and manufacturers as the demand was greater than the supply last season. The same condition will prevail this season; raw material is very hard to secure and there will not be sufficient to take care of our normal requirements.

Dealers will be buying heavily and early because of their small stocks and you will be wise in placing your order now while we have the assortment. Don't wait until Spring and be disappointed as you were last season. We gave you the same advice last season and we repeat it again: Fence will be hard to secure next February and March.

Send your Spring order in now for immediate shipment while we have a good assortment of all styles and can make delivery.

We co-operate to the limit with our dealers—You should handle Peerless Fencing because every rod we sell is of high quality and fully guaranteed—Furthermore Peerless has been advertised more extensively than any other fencing on the market. We have just arranged our 1921 advertising campaign which includes large space every month in every farm paper. **Write us for our agency proposition and get the benefit of our national campaign.**

Banwell-Hoxie Wire Fence Co.
LIMITED
HAMILTON, ONT.
WINNIPEG, MAN.



If interested tear out this page and place with letters to be answered.

A PAIR *of* MONEY MAKERS



The secret of successful merchandising is a quick turn-over and steady profits. But—to accomplish both—it is necessary to select merchandise that will sell readily and give absolute satisfaction.

Here's two of the famous Maple Leaf line that qualify on all counts. They are two prime money makers.

If you are not handling them--place your orders to-day.

The MAPLE LEAF FALCON

Beautiful—Efficient—Durable

Handsome design—smooth nickel trimmings—durable duplex grate—large fire-box—perpendicular linings—sliding direct draft damper—lift-up front key-plate—18 inch and 20 inch oven.

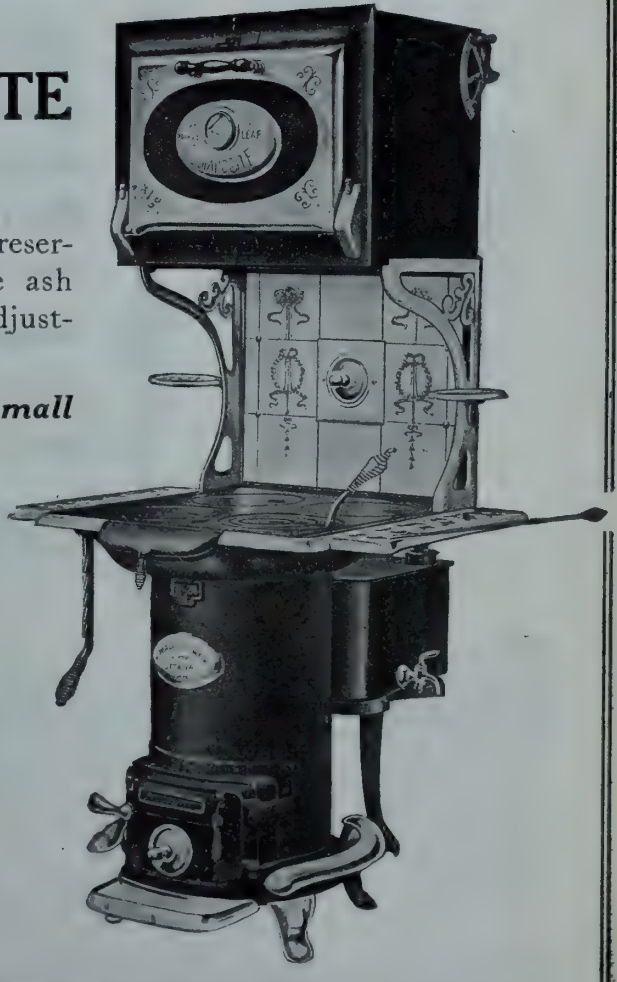
Heats quickly and evenly—cooks and bakes perfectly

The MAPLE LEAF COMPOSITE

A Wizard of Economy

Four-hole top—perfect baking oven—8-gallon copper reservoir—fine nickel trimmings—tile panel back—large ash pan—burns coal or wood—suspended wood grate—adjustable heat damper—under top heat spreader.

This combines heater, cooker and baker in small space—runs at small fuel expense



Special Note to Dealers

The Maple Leaf line of stoves, ranges and heaters covers every possible requirement—and does it well.

It is handled by dealers from coast to coast with trade increasing from year to year. If you are in a town where we are not represented—better write us to-day.

BEACH FOUNDRY CO.

LIMITED

OTTAWA, CAN.

Branches in Winnipeg and Vancouver

If interested tear out this page and place with letters to be answered.



widespread advertising campaign

in MacLean's and similar mediums keeps the value of Wm. Rogers & Son Silverplate constantly before your customers.

The unlimited wear guarantee that you pass along to your trade is their assurance that you are offering them the most durable as well as the most beautiful in medium-priced silverplate.



"THE BEST AT THE PRICE"

Wm. Rogers & Son Silverplate

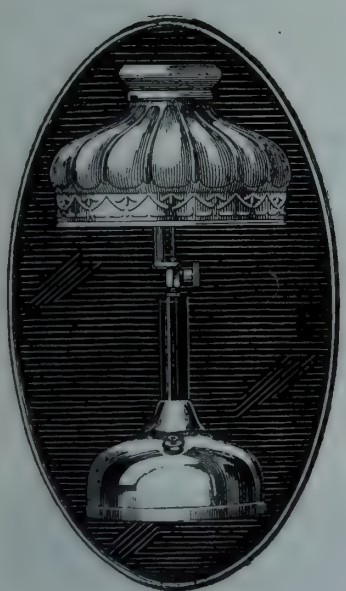
Made and Guaranteed by Wm. Rogers Mfg. Co., Ltd., Niagara Falls, Ont.

If interested tear out this page and place with letters to be answered.

Now Made in Canada —for Canadian Homes

Coleman Quick-Lite Lamps and Lanterns

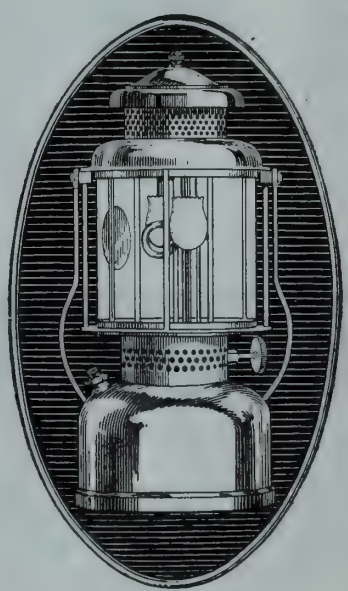
"The Sunshine of the Night"



Style CQ 329

Price $13.50

1. Make and Burn Their Own Gas From Common Motor Gasoline.
2. Give 300 Candle Power of Brilliant Pure White Light. No Glare—No Flicker.
3. More Light Than 20 Old Style Oil Lamps or Lanterns.
4. Light With Common Matches—No Torch Needed. No Delay. No Trouble.
5. No Wicks to Trim or Chimneys to Wash.
6. Can't Spill or Explode, Even if Tipped Over. Can't Be Filled While Lighted.
7. Cost to Use Less Than 50 Cents a Month.
8. Solidly Built of Heavily Nickeled Brass. Will Last a Life Time.
9. Lamp is Handsomely Designed—Equipped With Universal Shade Holder.
10. Lantern Has Mica Globe With Reflector—Can't Blow Out in Any Wind. Rain Proof. Bug Proof.
11. Pay for Themselves in Fuel Saved. Give 48 Hours Continuous Brilliance per Gallon of Fuel Used. Cheapest Light You Can Use.
12. Commencing in January 1921, to be Nationally Advertised Regularly in Saturday Evening Post, Maclean's Magazine, Canadian Courier, Nor'West Farmer, Farmer's Advocate, Every Woman's World, Family Herald and Weekly Star, and Other Leading Periodicals.
13. Followed Up by Intensive Dealer Service, Including Attractive Window Cards, Metal Signs, Movie Slides, Circularizing Mailing Lists, Newspaper Cuts, Mailing Slips and Other Dealer Helps.
14. More Than 20,000 Dealers in Canada and across the border, Sell Quick-Lite Lamps, Lanterns and Lighting Plants.



Style LQ 327

Price $12.50

Your Hardware Jobber Can Supply You. Write Us for Particulars.

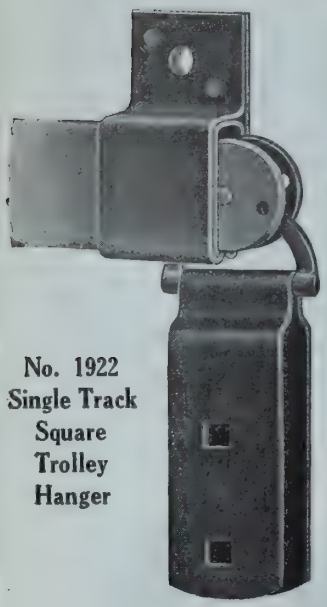
MADE ONLY BY

The Coleman Lamp Co., Ltd.

Queen Street East and Davies Avenue, Toronto, Canada

Slater & Barnard. Ltd SB Hamilton, Ontario.
QUALITY HARDWARE

SQUARE TROLLEY HANGERS

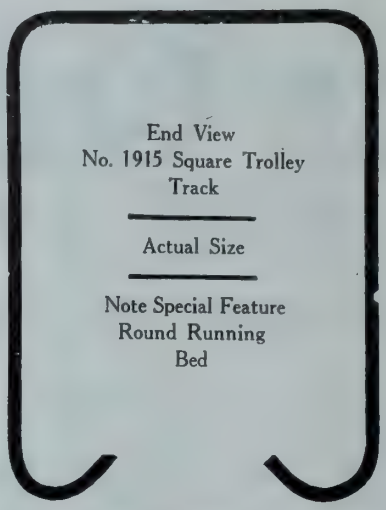


No. 1922 Single Track Square Trolley Hanger

High Grade Steel

Roller Bearings

Pressed Steel Wheels



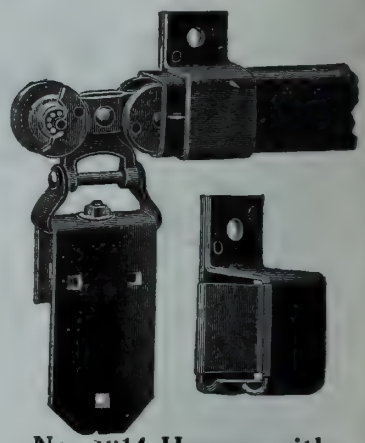
End View
No. 1915 Square Trolley Track

Actual Size

Note Special Feature
Round Running Bed

Both of these Hangers are for use in No. 1915 Track.

No. 1915 Track supplied in 4, 6, 8 and 10 ft. lengths.



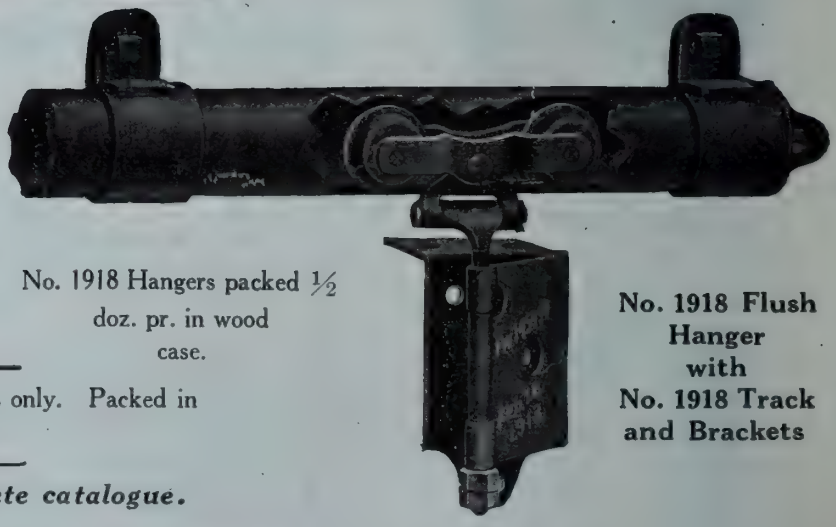
No. 1914 Hanger with 1915 Track and Brackets

ROUND TROLLEY HANGERS



No. 1917 Hanger with No. 1918 Track and Brackets

The only self-cleaning Track on the market which will not hold dust or water.



No. 1918 Flush Hanger with No. 1918 Track and Brackets

No. 1917 Hangers packed ½ or 1 doz. pr. in wood case.

No. 1918 Hangers packed ½ doz. pr. in wood case.

No. 1918 Track supplied in 3ft. lengths only. Packed in 48' and 60' crates.

Ask for a copy of our complete catalogue.

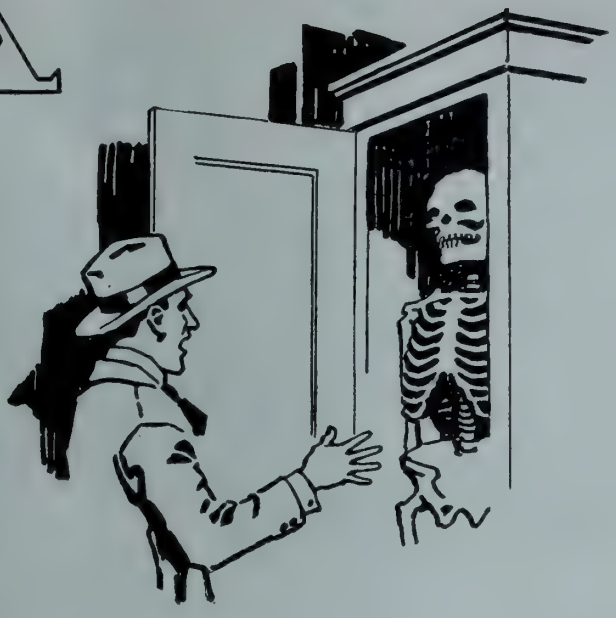
SLATER & BARNARD, LIMITED
HAMILTON, ONTARIO

Representatives :

N. J. Dinnen, Winnipeg, Man. A. T. Chambers, Vancouver, B.C. T. Mortimer & Co., Toronto H. E. O. Bull, Montreal, Quebec

If interested tear out this page and place with letters to be answered.

GTD
REG U.S. PAT OFF



If You Could See Their Scrap Pile

EVERY factory, big or small, has its scrap-pile of wasted material,—things done wrong which have to be thrown away.

Factory executives, superintendents and workmen all know that this waste if allowed to accumulate prevents wage advance, piles up overhead — and eats into profits.

There never was a time when this was so true. And therefore there never was a better time to sell thread-gages.

For gaging saves waste.

Go through your trade area systematically.

Wherever there is quantity production of threaded parts, there is urgent need for gages to save material and to save *time* in manufacture and in assembling.

This gaging proposition is new — but it is not difficult to understand — and its need to factories where you are selling threading tools can be shown by you or your salesmen in a few moments.

Are you selling the gages these factories need —the GTD line?

GREENFIELD TAP AND DIE CORPORATION

OF CANADA, LIMITED GALT, ONTARIO

Successors to Wells Bros. Co. of Canada, Limited

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

Send for our No. 43 gage catalog and other information about GTD tools. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.

GTD
Corp. of Canada, Limited
Galt, Ont.

Send new No. 43 Gage catalog and put my name on your mailing list to receive information about your threading tools whenever issued.

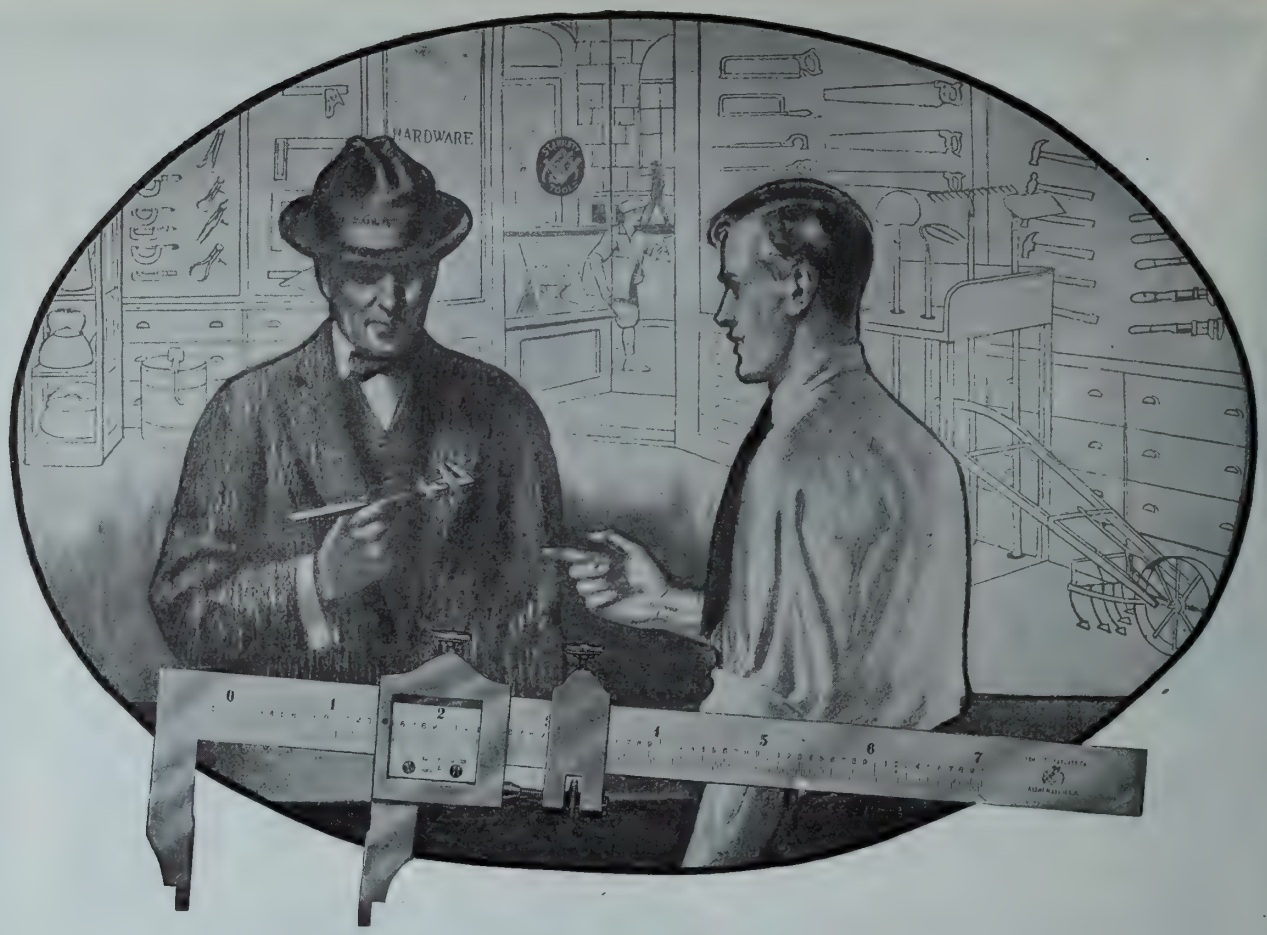
Name of person _____

Firm _____

Address _____

H & M 223

If interested tear out this page and place with letters to be answered.



You can measure 'most anything with Starrett Tools—except the satisfaction they give the men who buy them.

That's what counts in a sale—satisfaction. It brings buyers back to your store again and again, and changes "drop-ins" to steady customers.

For forty years, Starrett Tools have been giving a full measure of satisfaction. Machinists, toolmakers—every man who uses precision tools knows Starrett Tools and Starrett Hack Saws.

"The Tools Mechanics Buy" is full of good tips about winning friends through selling Starrett Tools, and it's snappy, interesting reading, besides. Write for free copies for yourself and your clerks.

They never get a chance to forget them, for Starrett national advertising is a constant reminder. That's why there is a steadily increasing demand for Starrett Tools and Hack Saws. The business of Starrett dealers is always growing, because the Starrett service brings buyers right to their stores.

THE L. S. STARRETT COMPANY

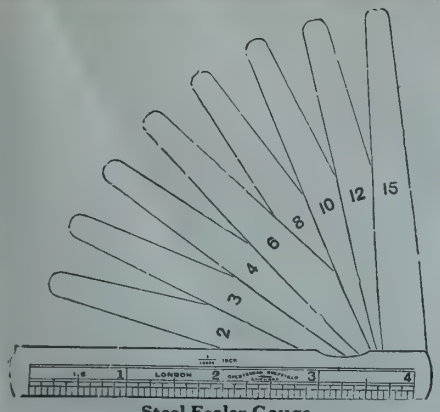
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

42-82

Sell Starrett Tools

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Steel Feeler Gauge

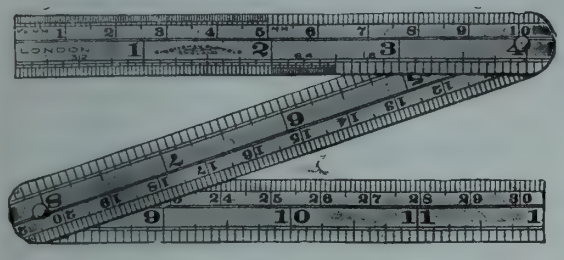
CHESTERMAN'S

Measuring Tapes

Steel, Linen and Metallic

Steel Rules
Straight Edges
Surveyors' Band Chains
Engineers' Tools





Highest Standard of Accuracy in the British Empire.

Write for Catalogue

MANUFACTURED BY

JAMES CHESTERMAN & CO., LTD.

SHEFFIELD - ENGLAND

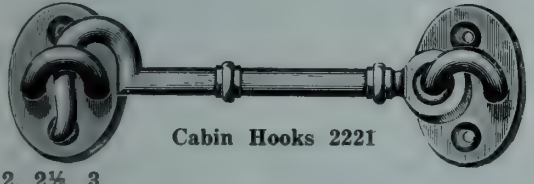
Canadian Representative:

F. H. SCOTT

404 Coristine Building
MONTREAL, CANADA

JAMES CARTLAND & SONS LTD.

BIRMINGHAM, (ENGLAND)



Cabin Hooks 2221

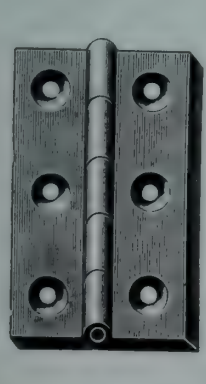
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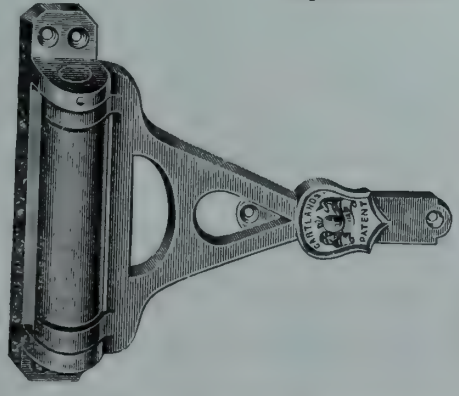
BUILDERS & GENERAL BRASSFOUNDRIES

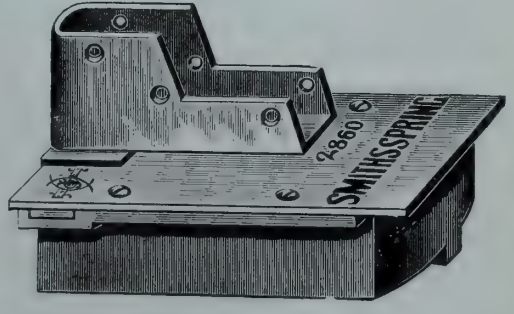
Canadian Representatives

G. Smith, 18 Stair Buildings, Toronto.

R. R. Sutherland, 402 Confederation Life Buildings, Winnipeg.







5150. Machine Made Hinges.
Made in all Standard Sizes

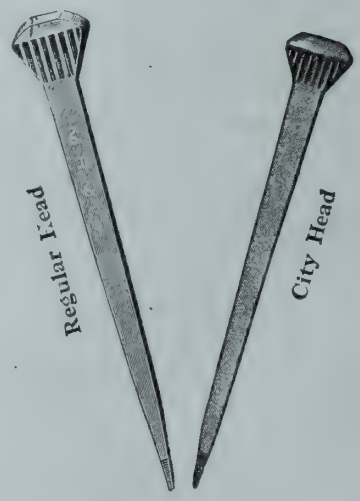
5355. Helical Door Springs
Made Adjustable and also Non-adjusting.

2860. Smith's Floor Spring
Made Light, Medium and Strong.

If interested tear out this page and place with letters to be answered.

PRICE LIST
"M.R.M." BRAND
HORSE SHOE NAILS

Number	Lengths	Price per box (25 pounds)
3	1⅝ in.	$20.00
4	1¾ in.	10.00
5	1 15/16 in.	5.25
6	2⅛ in.	5.00
7	2 5/16 in.	4.75
8	2½ in.	4.75
9	2 11/16 in.	4.50
10	2⅞ in.	4.50
11	3 1/16 in.	4.50
12	3¼ in.	4.50



Blacksmiths are now demanding **"M.R.M."** Horse Nails. They are made from the best material obtainable. They drive well and hold after they are driven.

Liberal discounts allowed off above list prices to Merchants handling **"M.R.M."** Nails.

The Montreal Rolling Mills Co.
MONTREAL, CANADA

THE BANKERS HAVE AN ASSOCIATION to protect their interests. Membership is confined to banks that conform to legitimate banking practices.

Other professions and businesses have similar associations with a high ethical standard.

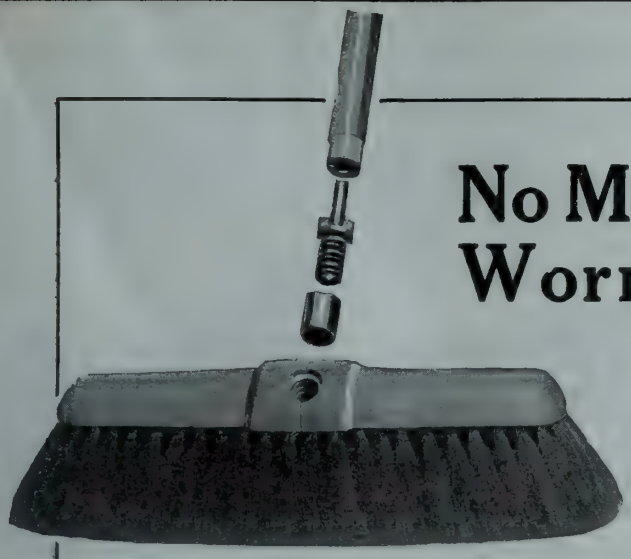
From the advertiser's standpoint, the greatest and most useful co-operative organization is the Audit Bureau of Circulations, comprising advertisers, advertising agents and publishers.

It protects the advertiser and his agent. They are enabled to know positively the facts regarding the circulation of the publications with which they place contracts.

It protects the publisher against unfair competition, as the falsifier of circulation statements is barred absolutely from membership in the A.B.C.

The experienced advertiser, before placing a contract for space, asks to be shown the A.B.C. credentials of the publication.

Hardware and Metal is a member of the A.B.C.



No More Worry Over Worn-Out Handles

The dealer who carries Keystone Floor Brushes has a convincing sales argument over all other brands, in the new "Never Strip Metal Thread Handles."

You know how quickly a wood thread wears off. You have, no doubt, on many occasions, furnished your customers with a floor brush handle to replace a handle perfectly good except for the thread.

Keystone "Never Strip Metal Thread Handles"

The metal thread used in Keystone Floor Brushes cannot wear off. It is strong, and durable. See how neatly it is enclosed in a metal ferrule.

If you have ever carried Keystone Floor Brushes you are familiar with the finer finish of their wooden backs and the thicker filling of best quality bristles.

No additional charge for Metal Thread Handles with Keystone Brushes.

Send for a supply to-day.

KEYSTONE BRAND

Stevens-Hepner Company Limited - Port Elgin, Ont.

Sales Built on Confidence

Morrison Gauges



include gauges for every conceivable purpose — for indicating or recording:—pressure, temperature, altitude, revolutions, etc.

These well-known, reliable gauges sell well because they are regarded by mechanical men as standard.

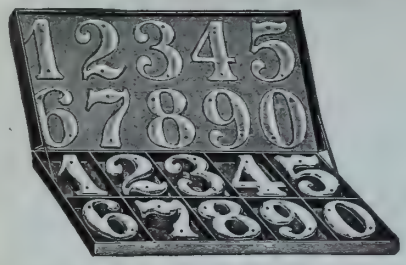
There is hardly a requirement for gauges that you cannot supply with Morrison Gauges. With the Morrison line you can make a sale out of inquiries.

Write to-day for catalogue of the reliable Morrison products. It will pay you to stock and sell the famous Morrison line.

James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, Toronto

If interested tear out this page and place with letters to be answered.



EMBOSSED SHEET METAL LETTERS AND FIGURES, ALUMINUM AND BRASS

Eight styles, seven finishes. The 3" size figure used all over the country for numbering houses. Both letters and figures put up in Compartment Boxes, for display. See catalogue.

We also make Harness Specialties, Dog Hardware, Builders' Specialties, Tool Checks, Metal Signs, etc.

Write for Catalogue.

NIAGARA FALLS METAL STAMPING WORKS
Niagara Falls, N.Y.

Western Canadian Sales Agent: **D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.**



A Profitable Seller

It's good business to sell **Vol-Peek.** 70% profit. No expense. Simply place our attractive display stand on your counter. It sells the goods on sight. Every housewife needs **Vol-Peek.** Guaranteed to mend Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., **at one-half cent per mend.** Easily applied by hand. Hardens quickly.

Order your display stand to-day. Contains 24 packages for $3.50. Sells at 25c per package.

Advertised all over Canada

Your jobber has them.

H. NAGLE & COMPANY

Owning and Operating Vol-Peek Mfg.Co.
Box 2024. Montreal, Canada

"WELLWORTH"

BRASS AND NICKEL PLATED WARES

Make Ideal Christmas Gifts

Here are two lines which will particularly interest Christmas shoppers.



No. 426. Smokers' Tray (Brass)
No. 436. Smokers' Tray (Aluminum)



No. 241. Hot Water Bottle.
No. 251. Combination Water Bottle.

Write for our catalog, and make up your specification in good time for the Christmas trade.

WENTWORTH MFG. CO.
HAMILTON CANADA

(Manufacturers of fine quality Aluminum, Brass and Copper Goods)

OWNED AND OPERATED BY
E. T. WRIGHT CO. LIMITED

E. Roy,
51-2 St. Andre St., Montreal, Que.

A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg



4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

If interested tear out this page and place with letters to be answered.

RAZORS

Fully Guaranteed



Made in Sweden from the finest Swedish Steel. Every Razor sent out by the Swedish Steel Forging Co., bears the trade mark "SSA." It carries a guarantee that the quality and workmanship stand for all that is best and select in the highest class Razors.

Write for Prices to-day.

Canadian Agent:

F. W. Lamplough & Co.

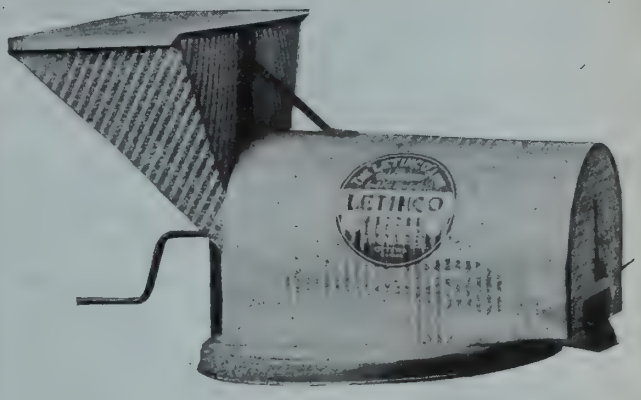
46 Alexander St., Montreal

Manufacturer

Swedish Steel Forging Co.

SWEDEN

The Rideau Ash Sifter



The best of its kind on the market, and, at a price that will interest you.

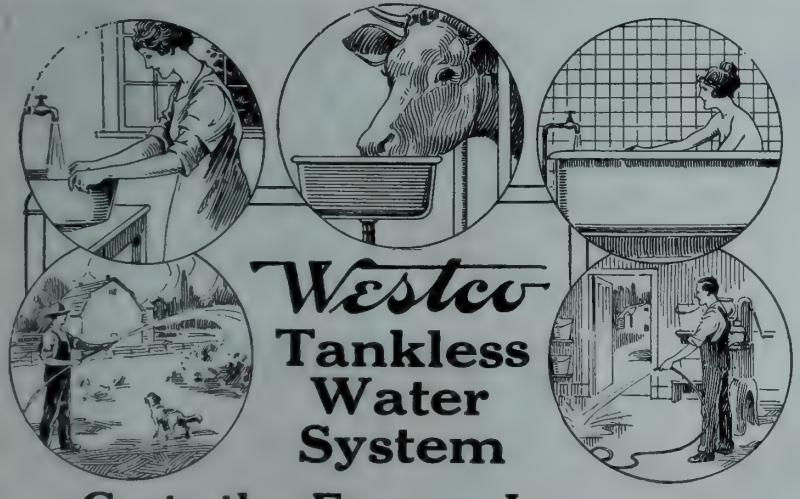
MANUFACTURED BY

The Leslie Tinware Co., Ltd.

114-116 Scott Street, Ottawa, Ont.

Wholesale Distributors for Montreal:

The Starke-Seybold Co., Limited



Westco Tankless Water System

Costs the Farmer Less--- Easier for You to Sell

A careful buyer and a shrewd judge of values, the farmer will buy a Westco Tankless Water System in preference to all others once its low cost features are properly placed before him. Explain to him the reasons why a Westco is cheaper to buy, install, and maintain. Suggest, as well, a few of its advantages—the no-storage tank feature, the time, trouble, and labor it saves him; point out the advantages of having running water in his kitchen, bathroom, dairy, barns, etc. The farmer will quickly realize its value.

The Westco System is giving splendid service in homes in the suburban and rural districts and on farms where electricity is available. It is a small, compact system—weighs less than 100 lbs., is 16½ in. long, 14½ in. wide, and 11 in. high. It operates noiselessly, and yet will pump 300 to 500 gallons per hour.

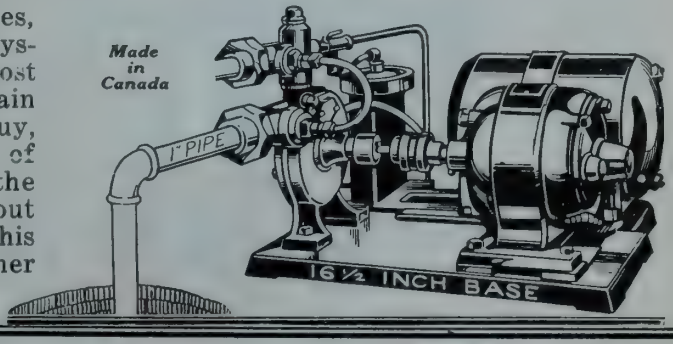
It is entirely automatic. Open the tap—pump starts. Close tap—pump stops. There is nothing to get out of order, as it has no gears, no valves, no belt, and is self-lubricating. *It has only one moving part*—the impeller in the pump.

The Westco abounds in features vitally interesting to farmers and rural residents. Let us tell you how you can make big money handling this splendid system. Write us at once for particulars.

WESTCO PUMPS, LIMITED

707 Yonge St., Toronto, Ont.

Made in Canada



If interested tear out this page and place with letters to be answered.

An All Purpose VARNISH

REDUCE your varnish inventory by carrying FLINTSPAR —the all-purpose varnish. It is adapted for use on porch doors, bathrooms, interior woodwork and for marine uses.

FLINTSPAR will not turn white under the action of either fresh or salt water. Its *DURABILITY* and its *QUICK-DRYING* qualities are exceptionally well balanced for a varnish of this character. A test will convince you.

Write for our proposition to-day.

FLINT VARNISH & COLOR WORKS
OF CANADA LIMITED
owned and operated by
CANADIAN EXPLOSIVES LIMITED
HEAD OFFICE
MONTREAL
TORONTO · WINNIPEG · VANCOUVER
· SUDBURY · HALIFAX ·

Makers of

FLINTSPAR



VARNISHES FLINT COLORS

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, NOVEMBER 13, 1920 No. 46

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Government Takes Heed to Luxury Tax Protests

Cabinet Minister Wires B.C. Merchants' Protests to Ottawa—Government Says it Wants all the Evidence from Retailers—Canadian Manufacturers' Association Says Luxury Taxes Cause Present Slackness in Buying and Increase Unemployed—How One Hardware Dealer Lost Customers' Confidence Through Vague Tax Regulations.

Special from Hardware and Metal Correspondent

Vancouver, B.C.—A deputation waited on Cabinet Ministers re luxury tax regulations calling for use of stamps. We pressed strongly for cancellation of this regulation. A practical demonstration of the use of stamps and cancelling machine impressed minister to such an extent that our views are being wired by him to Ottawa. Pending advices from Ottawa we recommend retailers to continue collecting luxury tax by present methods. Vancouver dealers committed to this policy.

AN ANGRY rumbling heard from all parts of the country is rapidly taking the place of individual protests against the application of luxury taxes, particularly the onerous method of collecting such taxes by the use of stamps. Hardware dealers from Halifax to Victoria have joined in the protest and some early action may be taken. The above despatch from the Hardware and Metal correspondent in Vancouver indicates that a representative of the government has been so impressed with the bona fide nature of the retailer's objections that he has wired his opinions to headquarters. Semi-official advices from Hardware and Metal correspondent in Ottawa is to the effect that some action is under consideration, though little may be expected before another budget is brought down.

There is little question but that the application of the luxury tax is responsible in some part for the lack of buying interest now evident, and which is applying particularly to lines on which luxury taxes must be paid. In this connection protests are being made by organizations of retailers in all parts of the country. The tax regulations have been so vague that much misunderstanding has occurred and the retailer is the one who suffers most thereby. An example of this is found in the case of F. Parks & Co., Cranbrook, B.C., who advise that, acting under instructions as originally outlined, they collected luxury tax on loaded shells from May 19th to August 15th. On the latter date a Calgary newspaper came out with notice that this tax had been paid by manufacturers. The result is that this firm has lost business because customers are of the opinion that they had been held up, and much trade has been commenced with outside points.

Opposition from Western Dealers

Among those opposing the luxury tax regulations are the following:

Cranbrook Branch of the Dominion R.M.A. is on record as unalterably opposed to the collection of the luxury tax by stamps or otherwise. But, realizing that the present war debt must be liquidated, this organization strongly urges as an alternative that this tax should be collected by an increase of the present sales tax. It is urged that a strong committee be appointed to interview the Premier during the amendment of the tax.

C.M.A. Oppose Luxury Taxes

One of the latest organizations to join the protest is the Canadian Manufacturers Association. In view of the fact that manufacturers pay some of the luxury taxes an objection from this source adds much weight to the objections of retailers. The resolution of the C.M.A. is as follows: "That the luxury tax now imposed by the Dominion Government is causing unemployment, injuring business, discouraging the investment of capital, and on the other hand is securing little revenue for the Government." On these grounds it is asked that the luxury tax be abolished. It is held that the public have greatly curtailed purchases of those articles on which the tax is now placed, and that the removal of these taxes would encourage the public to buy such goods more freely, with the resultant stimulation of business.

Have you read about the window contest?

See the details of HARDWARE AND METAL XMAS WINDOW CONTEST in this issue.

Government Wants Retailers' Views

E. M. Trowern, Secretary of the Dominion R.M.A., advises Hardware and Metal that an appointment has been made with the Government so that objections from every section of the trade can be presented. The Government is said to have expressed itself as being desirous of having the views of the retail trade generally presented to them so that they will have a complete grasp of the whole subject. Unfortunately in the past the Government has been meeting mixed bodies of manufacturers, wholesalers and retailers, from different sections of the trade, and as the views expressed have been so varied and unrepresentative the Government now wish to have the views of all classes of retail merchants as to the effect of the tax upon retail trade.

Collect Taxes at Source of Supply

The retail trade of Manitoba recommend that the necessary taxes be collected at the source of supply, namely from the manufacturer and importer

Continued on page 45

Stamp Collection of Taxes Now in Force

Stamps, Perforators and License is the Equipment for Every Retail Hardware Merchant Handling Lines Subject to Luxury Taxes—Jobber Cannot Sell to Retailer Unless He Has His License—Number to Be Put on All Invoices—Stamps Affixed to Invoice Not Parcel

THE important point in connection with the issuing of licenses to retailers is that only retailers who sell goods subject to the excise (luxury) taxes have to take out such license. The Government regulation states "Such retailers must state conspicuously on their orders, the registered number and character of license held by them thus: "Retailer's License No. ...|....."

Persons, firms, or corporations, before selling to a retailer goods subject to Excise (Luxury) Tax must be in possession of evidence that such retailer is a holder of a retailer's license.

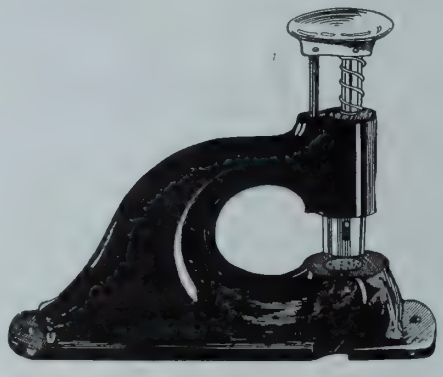
Must Give Invoice

The Act provides that all dealers selling articles subject to the Luxury Tax must furnish the purchaser at time of sale with a voucher or sales slip representing such sale, and showing the tax as a separate item. Before delivering such voucher the dealer must affix stamps covering the tax payable on such article and then, after the stamps are affixed, to cancel them by means of perforation machine as authorized, in such a manner that the perforation is entirely surrounded by the outer edges of the stamps.

All dealers selling articles subject to the Luxury Tax are required to keep on hand a stock of stamps sufficient to meet their requirements in order that delay in replenishing supplies will not deplete their stock. Delay in transmission of stamps is not an excuse for non-affixing of stamps to vouchers.

Manufacturers' and Wholesalers' License

All manufacturers, wholesalers or jobbers selling articles subject to sales tax are required to take out a license. Wholesalers ordering from manufacturers must state conspicuously on such order the serial number and character of license held by them, thus: "Sales Tax License (for .....) No. ....." (The nature of business to be stated after "for ....") Manufacturers ordering from other manufacturers materials to be used in their finished product must state their license number, otherwise the manufacturer placing the order would be charged 2% sales tax. Similarly Customs officers will collect a 2% tax on importations unless the importer has a wholesaler's or manufacturer's license.



The Authorized Perforator

Must Furnish Written Invoice

Every manufacturer, wholesaler or jobber dealing in articles subject to sales tax must furnish purchaser with a written invoice of such sale, such invoice to show separately the amount of tax to at least the extent of 1%.

Government machinery for the collection of the new taxes by the the use of stamps is now in full swing and offices of the Inland Revenue Department in all parts of the country have been busy during the past few weeks taking applications and issuing licenses, stamps and other necessary material.

Some of the essential equipment necessary for each retail merchant who deals in luxury lines is illustrated herewith. The perforator with which the stamps are mutilated after being affixed to invoices is shown. These machines are given free to the retailer when he is issued a license, but he signs a requisition for it and is at all times responsible for it and its safe return to the Government when required. Each machine bears a number which is recorded with the merchant's license number.

A copy of the retailer's license is also shown herewith in the same size as the original. The licenses are printed in red and appear in English on one side and in French on the other and cost an annual fee of $2. Every merchant is given a number and the license is signed by the local collector of Inland Revenue. Licenses being issued now are good only until the end of March, 1921, being the end of the Government year. Renewals will then be issued for the whole year.

You may have the honor of winning a prize in HARDWARE AND METAL XMAS WINDOW CONTEST.

Stamp Denominations.

The stamps used are of the regular inland revenue type such as have been used by druggists and some hardware dealers in selling certain patent medicine lines. The stamps are issued in denominations of .01 up to 15c, 25c, 50c, $1, $5, $10, $100, and are printed in varying colors of orange red, green, brown, yellow, etc., so that they can readily be distinguished. These issues are the same as have been issued by the Government for some time past with the exception of the $100 stamps which are of a new issue.

The new feature in connection with the use of the stamps is that the stamps must be affixed to the invoice for the article in each case, not the package, and that the stamp is then perforated right through the invoice. It is obvious that otherwise it would be difficult to establish any efficient manner of so mutilating the stamps that they could not again be used.

All licenses issued by Nov. 15.

While Nov. 1 has been set as the date from which the new licenses and stamp regulations are effective Hardware and Metal is informed by officials of the Inland Revenue Department that owing to congestion of work the department has as yet been unable to issue all the licenses applied for, and that as long as the delay lies with the Government there will be no prosecutions against retail merchants who have been unable to secure their licenses, providing they have made application for them. It is expected that by November 15, all licenses will be issued.

Who is Liable to Retailer's License

According to reports coming to Hardware and Metal from dealers in various parts of the country many are of the opinion that they are not liable to this retailer's license as they have no lines on which luxury tax is collected. These dealers should keep in mind the fact that if they sell any of the following

A copy of the license issued under the new tax regulations. It is printed in red and reproduced in French on reverse side. This is the exact size of the license and the present issue is good from now till March 31, the end of the Government year. Thereafter it will be issued for a full year.

Registered Number .....

INLAND REVENUE

Local Number .....

RETAILER'S LICENSE

Issued under authority of Section 19 BB. of the Special War Revenue Act, 1915

TO .....

OF .....

Inland Revenue Div. of.....

Granted at .....

This.....day of.....1920...

THIS LICENSE EXPIRES.....1921...

.....
Collector of Inland Revenue

lines they are liable and should be collecting luxury tax on the lines mentioned —Purses and pocket-books in excess of $2; shopping and hand-bags in excess of $6 each; trunks in excess of $40 each; valises, travelling bags, suitcases, hatboxes and fitted travelling cases in excess of $25; gloves, except fur, in excess of $3 per pair; robes and rugs the component material of chief value being fur, in excess of $50 each; ivory handled cutlery, ebony and imitation ivory toiletware; cut glassware and etched glassware; sporting goods such as tennis rackets, nets, racket covers, canoe paddles(baseball outfits, hockey and football uniforms and supplies, fishing rods, billiard and pool tables, chess and checker boards, games and parts of games except playing cards and children's toys, games and express wagons) and similar articles of baseball masks and gloves in excess of $1.50; skates in excess of $2; toboggans and hand sleds in excess of $3; articles plated with gold or silver adapted for household or office use; clocks and watches in excess of $10 (all these are subject to 10 per cent. luxury tax). The following articles subject to 15 per cent. luxury tax also include—card tables, smoker cabinets, piano lamps or stands, expensive chinaware lines. Twenty per cent. tax lines also included are cigar and cigarette holders, ash trays, cases, hunting and shooting garments, hunting and bowie knives. Gold and silver handled pocket knives, gold, silver and ivory toiletware, etc.

Dealers who handle any of the above lines are subject to the retailer's license.

Jobbers cannot sell to retailers who should have a license and have not secured it. The retailer's license number must appear on invoices along with the jobber's license number. Of course the extension of time for delay in securing license must be taken into consideration at the present time.

Hardware dealers who do some manufacturing on a small scale such as tinsmithing work, will not be required to take out a manufacturer's license or to pay the manufacturer's sales tax of 2 per cent. as well as a retail license.

Starting the Ball Rolling for Christmas Trade

MANY useful ideas to stimulate Christmas trade are adopted by hardware dealers in various parts of the country each year, and this season promises to be an active one from the standpoint of sales of Christmas lines, even though trade conditions are somewhat unsettled. It is the opinion of many hardware merchants, as expressed to Hardware and Metal, that no matter what else comes there will be an active sale of Christmas goods. This opinion would seem to be borne out by the statements of other branches of trade, which deal more largely in many of the lines figuring prominently in Christmas business, to the effect that business is at present coming in very satisfactory volume and there appears to be no sign of any slackening in buying interest.

Therefore it would seem that there is little to prevent the hardware dealer from taking advantage of some of the Christmas suggestions offered by others in the trade and laying his plans for a bumper Christmas business.

Get the Child and You Get the Parent

One firm in Montreal lays great importance on the necessity of appealing to children as a means of stimulating Christmas interest in the home. A suitable winter scene is secured as a background for the window display. "We just want to interest the kiddies and they will bring their parents," said this dealer. Provision is made for using a real moving "Santa Claus," which will pull the youthful enthusiasts to the window. The figure moves on the endless chain principle. A moving windmill scene has also been used by this firm to good advantage. The painting of a background for this purpose, while expensive at the time, can be used again because it can be re-tinted and used for other seasons.

There are many profits from good window dressing—not the least is the honor of winning a prize in HARDWARE AND METAL XMAS WINDOW CONTEST.

Auto Accessories as Presents

Some other dealers have applied the Christmas present idea not only to silverware, cut glass, etc., but to automobile accessories, which now form an important department in many hardware stores. They have successfully applied the Christmas present idea to automobile accessories. One dealer says the motorist father of any family is glad to receive such articles as a new tire, a spot light, a robe, pair of gloves or something of that sort.

Using Christmas Decorations in the Store

Arrangements should be made by every dealer at this season for a plentiful supply of Christmas accessories such as bells, Santa Claus models, tinsel, evergreens, etc., all of which are symbolic of Christmas, and to use these decorations as much as possible in the store and window. Illustrations of

these can also be used in the advertising.

A Christmas Carnival Suggestion

One of the big departmental stores in Toronto arranges an annual carnival at Christmas time, which is looked forward to by the children of the city from year to year. Some weeks before Christmas announcements appear in the newspaper advertisements "from Santa Claus", stating that he is getting his reindeers and sleigh in shape for the annual visit from the north, and asking all the children to write down what they want for Christmas and mail it to him at the store. Interest is maintained by an announcement in each issue as to the progress of



preparations. Then comes a day, a week or two before Christmas, when Santa Claus arrives in the city and there is always a multitude of children on hand to greet him at the station.

A large number of costumed persons are used along with many gaily decorated floats, bands, horses, etc. Santa Claus then proceeds to the toy department of the store, where small toys are given away free to a number of the children. Thereafter for some days Santa Claus is on hand in the toy department and there is always a large gathering of children with their parents on hand. An arrangement of this kind does much to start the ball rolling toward Christmas sales, and there are many variations of it which could be adopted by many dealers to advantage.

Stove Manufacturers Behind in Orders

Excessive Demand for Heaters This Year—Some Dealers Held Off at Regular Booking Dates—May Be Favorable Price Change Within Six Months—Building Activity Increases Furnace Sales—Gas Shortage Helps Sales of Combination Stoves

"WE are away behind with orders, and this year there has been an excessive demand for stoves, especially heaters," said Mr. Edward Goodwill, Vice-President The Thos. Davidson Manufacturing Co., Ltd, Montreal. "Orders are still coming to hand and we have to turn down many orders every day."

Mr. Goodwill points out that there is still a great shortage of raw material and that, until this condition improves very much, there is no possibility of the shortage being overtaken.

One of the contributory reasons making for a brisk demand now is that of the failure of many merchants to order some months ago, at the usual booking date. Doubtless some were prompted to hold off, hoping that prices would be lower than they have been, and now, when they find the selling season here, they are rushing to the maker for stock.

Deliveries, while one of the chief causes some time ago, for shortage, have improved but little, Mr. Goodwill stated. These are still held up and the manufacturer is working under a handicap in this respect, depending upon the mills for frequent shipments of various necessities.

With regard to the prospect for improved deliveries, it is not possible to say what the situation will be in a few week. With orders coming along every day, it is apparent that there can be no possibility of filling more recent orders until the original bookings are taken care of.

As to price, there is nothing to indicate, Mr. Goodwill says, that these will decline in the immediate future. The margin of profit on these goods has been very close for some time, advances being deferred repeatedly when production costs warranted advances being made.

This Manufacturer Very Busy.

In discussing the stove and furnace situation with W. L. Helliwell, Montreal manager of Gurney-Massey Company, Limited, Hardware and Metal was informed that the present demand for stoves, ranges and furnaces is greater than it has been for a long while. One of the reasons for this is because of the late placing of orders, the trade not anticipating their needs far enough ahead and now being desirous of covering themselves on requirements for the next few weeks.

Mr. Helliwell indicated that demand is in excess of supplies for the time being, although he does feel that orders will be overtaken within the next month or two to a considerable extent at least. "There has been an excessive demand this year for Composite Stoves and Quebec Heaters, much greater in fact than ever before," he said. And this obtains even in the face of the fact that banks are curtailing credit and some merchants are keeping their stocks down very small in view of the rather large amount required to finance stove stocks.

Mr. Helliwell does not feel that the factors in the trade, who have not been handling stoves during the war period, are coming into the market, and one of the chief reasons for this is because of tight money. At the same time, the demand from regular sources is heavy and will continue for some time.

The Price Factor

With regard to any readjustment in prices, Mr. Helliwell believes that there will be little change in the near future. There may be some favorable change within the next six months, but in view of the fact that raw materials have to be bought a long while ahead, he does not think there will be any lowering of price for some time to come. Hardware and Metal suggested that the trade was expecting the manufacturer to absorb some losses at the present time, but to this Mr. Helliwell replied that, as far as stoves are concerned, the manufacturers have been working on a small margin for a long while past, and which seems to be borne out by recent statements of manufacturers from different points. One of the efforts of the manufacturer, therefore, will be to maintain prices without an advance, but declines are not looked for immediately.

Boilers—Radiation

With regard to steam and hot water boilers there is little new feature. There may be some favorable turn later on, but as yet there is nothing to indicate lowering of the quotable basis.

With reference to radiators Mr. Helliwell cannot see where there will be a possibility of shading prices for a long while—at least for several months. It is not improbable, indeed, that there may be some advance though every effort is

(Continued on page 45)

Let others see your original ideas of window display—through HARDWARE AND METAL XMAS WINDOW CONTEST.

Organizing Hardware Chain Store System

Dominion Hardware Stores, Comprising Sixteen Toronto Firms, Combine to Secure Benefits of Co-operative Buying and Selling Facilities—Each is Independent in Execution of Business But Buying and Advertising Funds Are Pooled—Plan a Warehouse, Purchasing Agent, Bigger Advertising, Etc., in Near Future.

A NUMBER of chain store organizations, particularly those operating in the United States, have been outlined in Hardware and Metal in the past, but now comes a similar organization in Canada. Under the name of the Dominion Hardware Stores, and having for its motto the words "A Chain of Service," a group of retail hardware stores now numbering sixteen, is operating in the city of Toronto. The idea is said to have been originated by one of the present members who conceived the idea of buying in larger lots than the trade of that store would warrant, and disposing of the balance to other dealers. From that beginning the idea is now being followed out of buying in large quantities, direct from the manufacturers in most cases. Each store is painted yellow and trucks and wagons are similarly painted to be distinctive in appearance.

As explained to Hardware and Metal by some of the members of the organization, the objects are the securing of benefits of co-operative effort to enable buying to better advantage, and as is claimed, selling to better advantage because of a longer margin and the benefits of co-operative advertising, etc.

Will Become Incorporated Company.

It was explained to Hardware and Metal that the organization will take out papers of incorporation with a small capital, expected to be in the neighborhood of $20,000, just sufficient to finance a warehouse from which distribution of stocks will be made to all members. There were said to have been a number of additions recently to the chain of stores and it is contemplated that about the beginning of the year the organization will be in a much stronger position, at which time it is planned to employ a purchasing agent. Such an agent to be fully competent to buy to best advantage in such quantities as will be required for all these stores. A salary of approximately $5,000 would be attached to this position, it was stated.

Under the arrangement of the organization each dealer is independent as far as the execution of his business is concerned and the profits he makes are his. Hardware and Metal was informed by one member that buying in carload lots, in most cases direct from manufacturers, was expected to effect a saving of anything up to 10 per cent. Mention

Try a few windows before you dress the one which shall be a competitor in HARDWARE AND METAL XMAS WINDOW CONTEST.

was especially made of coaster wagons as a line which can be bought to advantage in this way.

Pool Advertising Funds.

Appropriation for advertising is secured from a fund collected from all members, which enables the frequent use of good sized space in the Toronto daily newspapers.

Herewith is shown a sample of the advertisement used by the Dominion Hardware Stores in space 4 columns by 11 inches deep. It will be noted that every line is well illustrated and described. An ad for Friday and Saturday specials, similar to this, is run on Thursdays. The distinctive style of reproducing the name of the chain and its

(Continued on page 61)



Sample of one of the Dominion Hardware Stores advertisements as run in a Thursday paper outlining specials for Friday and Saturday. The motto "A Chain of Service" is emphasized, and the names of members appear at the bottom of each ad. Every line is well illustrated, briefly described and prices quoted. The benefits of this advertising accrue in equal proportion to dealers in the various districts of the city represented.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations.

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, NOVEMBER 13, 1920

NOVA SCOTIA dealers, along with others, want a turnover tax in place of the luxury tax. Business men in all parts of the country are beginning to realize that the Turnover Tax makes the most equitable distribution of the responsibility.

* * *

THE time-worn saying that the "early bird catches the worm" must be in the minds of some of those hardware dealers like W. G. Edge & Co., in Ottawa, who have had Christmas displays of gifts and toys in their windows for some days, only in this case it is business they are after, not worms.

* * *

AFTER reading the editorial on this page about the value of good window displays at Christmas put some of your good ideas to work and send a photo as an entry in HARDWARE AND METAL CHRISTMAS WINDOW CONTEST.

A Sign of the Times

WHEN a body of merchants recently protested the Luxury Taxes on the ground that they were responsible for curtailing sales of such lines, the Government replied that this was the intention. It is apparent that the underlying idea in taxing a few luxury lines heavily rather than putting a sales tax on all sales was to favor the working classes who could not afford the luxury lines. It is significant of the prosperity of this class in these times, therefore, that the so-called working classes are the ones who are making the strongest protest against the luxury taxes and advocating a heavier sales tax as a substitute.

Some serious charges are being laid at the door of the luxury taxes these days by organizations which are seeking the elimination of this form of taxation. Much of the present slackness in buying, as reported in many trades, is charged to result from the added impost of the luxury taxes. As the lack of buying is responsible for much of the unemployment to-day this tendency has far-reaching possibilities. Coming from such an organization as the Canadian Manufacturers' Association, however, this statement carries some weight.

Evidence that the protests of dealers in all parts of the country are being heeded more by the Government is found in the statement that officials at Ottawa are desirous of knowing all details of how the luxury tax is working out.

. Onus is on the Individual

WHILE it is expected that the concerted action of retailers, assisted by representations from the Canadian Manufacturers' Association and other bodies, may result in some Governmental action to eliminate the luxury or excise taxes, but until that time comes it is well for every manufacturer, wholesaler and retailer to thoroughly acquaint himself with the regulations, because the onus of responsibility is upon the individual and the regulations are stringent.

A number of new regulations have been issued in connection with the use of stamps and the issuing of licenses. These are outlined in an article in this issue. One of the important features is that only retailers handling lines subject to the luxury tax have to take out retailers' licenses and in ordering such lines from wholesalers or manufacturers the retailer's license number must appear on the order before the wholesaler or manufacturer should honor it. Similarly a sales tax license must be taken out by manufacturers and wholesalers and care must be taken in placing orders to quote the nature and number of license on orders so that the minimum sales tax will be charged.

In the case of all dealers, whether retail or wholesale, a written invoice or sales slip must be made out showing the amount of the tax as a separate item. In the case of retailers the necessary stamps are then affixed to the sales slip or voucher and after being affixed they will be cancelled by the authorized perforation machine. This plan is the one which is coming in for most protest at the hands of retailers who charge that it results in a great waste of time and tends to discourage sales of such lines in that the amount of the tax is made too apparent to the buyer.

Christmas Window Contest

THE windows are an important merchandising factor in the modern retail hardware store at all times of the year, but more particularly, perhaps, are they effective at special festive seasons, as at Christmas. Already a number of hardware stores throughout the country are planning to feature suitable gift lines for the Christmas trade and in this connection the importance of a good window display should not be overlooked. In order to encourage the wider use of the store windows and to indicate the value of suggestion in selling such lines as are seasonable at Christmas, Hardware and Metal arranges an annual Christmas Window Contest, details of which are fully outlined in this issue. It has long been looked upon as a distinct honor to win a prize in this annual contest in addition to the cash prize offered, and it is hoped that hardware merchants or their clerks in all parts of the country will enter enthusiastically into this year's contest. Such a competition serves to help the dealer in that his best ideas in display may be compared with others, and many valuable lessons learned by a comparative judgment made by those who know something of the principles of good window dressing. Window display requires just as much study on the part of the dealer as does any other form of publicity which has such possibilities. The contest will, therefore, serve as a good means of finding out just how one merchant's ideas of window dressing compare with those held by other successful dealers. The contest will serve as a clearing house of ideas in window display, but those who would secure the most beneficial results must send an entry. Send yours in good time.

Better Movement of Commodities Now Discernible

Improvement in Movement of Some Commodities in United States Looked to as Hopeful Sign of What May Follow in Canada — Recent Nervousness over Uncertainty as to Extent of Sacrifices Necessary to Restore Buying—Empty Shelves Should Prevent any Sustained Depression.

SIGNS of an increased movement of commodities are said to be discernible in the United States, according to the weekly market letter of Hayden, Stone and Company, and in view of the fact that insofar as periods of depression or prosperity are concerned that country is generally some months ahead of Canada, this tendency is of interest to Canadians. The letter is as follows:

"There are beginning to be discernible some signs of movement of commodities. To be sure such transactions as are taking place are at figures which mean little or no profit to the producer, but the important thing is that a market at any level should make its appearance. Recent nervousness has not been so much over the fear of having to sacrifice profits, or take losses —it has for some time past been realized that this would be necessary—but ever the uncertainty as to how great these sacrifices might be; whether it would be possible to move commodities at any price, or whether they would have to be carried indefinitely. The establishment of a market for goods at any level, the change from uncertainty to certainty, would at once create a better atmosphere. We do not say that this point has been at all generally reached; only in a few commodities it seems to be in sight.

Retailers Still Stubborn

"Unfortunately, so far as the articles in ordinary everyday use are concerned, the retailer is still stubborn in his attitude. This is regrettable because the longer buying is deferred, the greater becomes unemployment and the less the buying power. Deflation, like inflation, is cumulative in effect. To attempt to cling to the old level of prices is a mistake. Producers and manufacturers generally have, for the moment, given up thought of profit. The thing most to be desired is to find a level at which it is possible to do a normal amount of business. Once this is found, and goods move in their usual volume, the adjustment of costs to a profitable basis will take care of itself.

Increased Labor Efficiency

"Meantime an important step in this process —the liquidation of labor—is daily taking place. This is not so much in the reduction of wages—though this may have to come in time —as in increased efficiency.

"Even the most obtuse now realize that we are in a period of business readjustment, involving some hardship. The speed with which we pass through this will depend on the readiness to face facts and act accordingly. Whatever else the business man may be, he has generally been noted for being practical. For this reason we have high hopes that business reaction will be of short duration. When we see evidence of all being willing to make proportionate sacrifices, we shall be happy to take a constructive attitude, for it is then that business will seem to be at its worst and in this instance, as in all previous cycles, it will be when business touches the low point that stocks will be a real purchase.

"Apparently, however, all are not yet quite resigned to taking their medicine, so that this point has, in our opinion, not yet been quite reached, though we are rapidly approaching it."

Unsupplied Needs Should Prevent Sustained Depression

Another important survey of conditions is given in the following statement from an authority. This view is held by not a few thinking business men in Canada and points out that there are great unsupplied needs in the world and that this lack should prevent any sustained depression. Notwithstanding the fact that there is much unsettlement and buying power is impaired this official makes the following encouraging comment:

"The boom period which has been responsible for the existing expansion of credit and high prices was not due to internal development or construction work; on the contrary, it interfered with normal development and improvements, and the facilities of the country are behind its needs. Never before was there so much work in sight needing to be done, or so many opportunities in the world outside. The immediate problem is that of price readjustment. It is not a case of exhaustion or of waiting to grow up to investments that have been made. The new work would not go forward upon the level of costs created by the war, and regarded as abnormal and temporary."

Capitalize Your Christmas Window Display

Few retail store salesmen have not seen direct evidence of the value of window display in selling goods. From season to season the subject of the window trim changes, but the pulling power of an attractive and well-arranged display "goes on forever."

The Christmas season is approaching and the windows will be an important factor in this year's selling of Christmas lines. The trim for the Christmas season should be thought out well in advance.

If these points are kept in mind and a first-class window of Christmas goods is arranged, the proprietor or salesman who trimmed it will wish to capitalize it and have some record for future proud reference.

Here's where the Christmas Window Contest comes in.

A Distinct Honor

So it has been described, to be a winner in the annual Christmas Window Contest as arranged by **Hardware and Metal.**

It is worthy of the best attention of the hardware merchant or his clerk to secure one of the cash prizes and the honor of being a winner in this contest, because it shows that he has an appreciation of the selling value of the windows and knows how to put the "punch" into the windows which brings people into the store.

You have as good a chance as anyone in this contest, so devote some thought to the Christmas window trim and send a photograph of it to The Editor, Hardware and Metal, 143 University Ave., Toronto, before Saturday, January 1. It will be fairly judged and classed according to merit. The only condition is that Christmas lines only are featured in the display.



The Christmas Window Contest

Eight prizes will be offered by **Hardware and Metal** for the best window displays of Christmas lines, as arranged for this year's trade by hardware merchants or clerks.

The contest is open to anyone engaged in the retail hardware business in Canada and the displays will be given a fair and authoritative judgment.

The essential point to keep in mind is that the display will be judged on its effectiveness as a business puller. Many points outlined in past issues of Hardware and Metal as to most effective window trims, should be kept in mind in arranging the contest display. Attractiveness without effectiveness is of little use in a window trim.

Arrange a window which will, literally, draw the passers-by right into your store, then send a photo of it to be entered in the contest.

THE EIGHT CASH PRIZES

Places under 5,000		Places 5,000 and over	
First prize	$10.00	First prize	$10.00
Second prize	5.00	Second prize	5.00
Third prize	3.00	Third prize	3.00
Fourth prize	2.00	Fourth prize	2.00

Dealers in small communities have just as much chance under this arrangement as those in larger districts. Getting selling ideas into the display is what counts.

The contest closes on Saturday, January 1. Photos received after that date will not be entered unless there is proof that they have been delayed in transit.

All matter must be addressed to The Editor, Hardware and Metal, 143 University Avenue, Toronto, and marked "For Christmas Window Contest."

Don't overlook the prizes and the honor of winning one.

News of Western Canada

Probable Trend of Hardware Prices

After Attending N.H.A. Convention at Atlantic City, A. E. Dykes Says Heavy Goods Will Decline More Than Shelf Hardware on Which Much Labor is Expended.

WINNIPEG, Man.—With the distinction of being the only representative from Western Canada, A. E. Dykes, General Manager of the J. H. Ashdown Hardware Co., Ltd., Winnipeg, attended the recent convention of the National Hardware Association at Atlantic City.

Interviewed by Hardware and Metal in regard to the probable trend of hardware business in Canada, in view of the points brought out at the convention, Mr. Dykes stated that the general opinion is that some lines of heavy hardware, that is to say goods that are very near to the raw material and do not require very much labor expense to produce, will greatly decline from now on, but shelf goods, etc., where labor is a great factor in the cost of same, will show practically no decline for at least six months as no reduction has been made in wages to labor. Labor, however, is now giving a fair day's work and seems contended with their employment, which is increasing production. Iron and Steel have not made the sensational advances that have been made in other lines such as cotton, wool, leather, sugar, etc. Consequently there cannot be similar great breaks in the price.

"The railroads of the United States have practically done no purchasing for the past five years and will be compelled to come into the market shortly for large quantities of material to put their equipment in proper condition," said Mr. Dykes, adding that in many lines of hardware the factories are away behind on their orders, although deliveries have shown a decided improvement recently.

This Little Idea Gets Results

DON'T HESITATE

The inside of this store is just as free to you as the window is.

If you want to buy anything—well and good—but if you just want to look around, you are quite welcome.

Come in, there is no obligation to purchase.

THE foregoing represents the writing on a showcard, enclosed in a silver frame, displayed prominently in the window of a hardware store in Winnipeg. It is just this merchant's idea of what his store should be to the buying public, and that it has brought considerable business to his place, he is absolutely assured. He wants every person as they read this little framed card to know that he means every word of it. He doesn't want people to feel that they have to buy, but he feels that accepting the invitation to come in and look around, perhaps with no intention to make any particular purchase, they invariably do not go out without buying something. Then people will come back again to the place where they are treated with courtesy. They will not forget the store where they received careful, efficient attention.

It is just an evidence of what can be done in the way of attracting business. This little "trade-getter" is but a beginning. Backed up with display and good sound salesmanship, it is creating new business all the time. The merchant who is making the best uses of display in his store is getting results. Show your goods is old advice, but it stands repetition, and it should be followed at every opportunity. More people are invited to buy goods, because of the attractive manner in which they have been displayed in some store, than many retailers realize.

This little idea of the Winnipeg merchant in assuring people of the welcome they will receive in his store, whether they are purchasers or not, might well be followed by hundreds of other merchants. It is bound to bring results.

Western Notes

H. Tompkins, who operated a hardware store at Grindrod, Alberta, is reported selling out to Spence and McAusland.

* * *

The Burd Ring Sales Co., Ltd., manufacturers' agents, of Winnipeg, Man., have opened a branch at Regina, Sask.

* * *

Slack & Howarth have succeeded Scott & Truscott in the hardware business at Alameda, Sask.

* * *

W. F. Hill of the Kasement Skrene Dore Company of Toronto, while on an extended business trip through the west, stayed at Winnipeg last week and renewed acquaintance with many of his old friends.

* * *

Lorlis, Sask.—Condon & Town have commercial business, including hardware.

* * *

Daysland, Alta.—Whyte & Orr, Ltd., have purchased the business of Balsillie & Orr, at Wetaskiwin, Alta.

* * *

Edgerton, Alta.—H. S. B. Wheeler, implements and hardware, has sold his hardware stock to Morrow & Clendennan.

* * *

Calgary, Alta.—J. H. Ashdown, head of the firm of J. H. Ashdown Hardware Co., Ltd., Winnipeg, was a Calgary visitor and paid business visits to the retail and wholesale branches of the firm here.

Opinions Differ on Early Closing

Vancouver, Nov. 10.—Decided divergence of opinion in the matter of early closing, especially as to whether it should be at 6 or 9 o'clock on Saturday evenings, was shown among the personnel of a delegation numbering nearly 100 retailers who packed the council chamber of the City Hall recently and tried to explain their individual opinions to the Finance Committee. Discussion, led by rival legal counsel for the "early closers" and the "moderately lates" continued in decidedly animated style for over an hour, until the aldermen did the only thing possible under the circumstances—laid the Early Closing By-law on the table for two weeks until the next meeting, advising the rival factions to try and come to some agreement in the meantime.

Sheet Glass Manufacturer to Locate in Hamilton, Ont.

Canadian Libbey-Owens Sheet Glass Co. Formed With Canadian Directors—Branch of U.S. Firm With Only Other Plant in Japan.

HAMILTON, Ont.—A plant for the manufacture of sheet glass known as the Canadian Libbey-Owens Sheet Glass Company, Ltd., capitalized at $1,680,000, has decided to locate in Hamilton. The enterprise is the second "child" of the American Libby-Owens Sheet Glass Company of Charlestown, West Virginia, the other plant being in Japana.

A ten acre site south of the property owned by the Firestone Rubber Company has been purchased and work started on the construction. W. H. Cooper, a local contractor, who built the Hoover plant here, and manw other factories, has the contract, and is rushing the work to completion. It is not expected, however, that the plant will be ready before November of next year.

The main building, which will be of concrete, steel and brick construction, will be 559 feet long and 160 feet wide. It will be from one to five stories high. In order to facilitate construction the city is making arrangements for sewer connection and water supply.

When completed the plant will employ from two to three hundred skilled workmen. The decision of the company to locate here is the result of six months "pegging away" by Industrial Commissioner Kirkpatrick.

In authorizing Mr. Kirkpatrick to make the announcement, J. W. Hobbs, who will be the managing director of the new company, wrote as follows:

Statement From Managing Director

"The Canadian Libbey-Owens Company is a concern organized under the Jont Stock Companies Act of the Dominion of Canada, to engage in the manufacture of flat glass by the process covered by the American Libbey-Owens patents. Previous to the war about 90 per cent. of the flat glass used for building purposes in Canada was supplied by Europe. Since the war it has been supplied chiefly from the United States. In recent years the manufacture of glass has been converted from a hand to a machine industry, and the Libbey-Owens process is the last word in economy and efficiency in production. These machines are continuous and automatic, night and day, and produce glass from 1-16 inch thick to 5-16 inch thick, and by reason of the flat drawing method the glass itself is absolutely flat, perfectly annealed, and of a better quality than is possible by any other known proces. The Canadian company possess the exclusive rights to the use of these machines in Canada. Aside from the parent company, the Canadian plant is the second to be constructed. The first being in Japan, which commenced manufacturing in October last.

Take Care of Large Consumption

"In the physical confirmation of the buildings and in the method of manufacture, the Libbey-Owens process is so different to any other hitherto known process as to constitute an entirely new industry. The Hamilton plant will be capable of taking care of more than half the consumption of Canada. The buildings will cover the larger part of ten acres and will be architecturally attractive and a credit to the city. Some idea of the size of the buildings may be gathered from the fact that forty cars of cement will be required in its foundation, and approximately 2,000 tons of steel will be used. It is not expected the plant will be in operation before the fall of 1921, although ground is being broken this week. This new industry will be located on Kenilworth Avenue.

"The officers of the company are: S. B. Henshaw, Charleston, W. Va., managing director of the American Libbey-Owens Co.; William Ford, Toledo, director of the American Libbey-Owens Co., and director of the American Libbey-Owens Bottle Co.; Ralph King, Toronto, director of the Dominion Glass Co., and J. T. Richardson, Toronto, barrister, and John W. Hobbs, managing director of the Consolidated Plate Glass Co., who will also be the managing director of the Canadian Libery-Owens Co."

STOVE MANUFACTURERS BEHIND

(Continued from page 38)

being made, he informed Hardware and Metal, that advances be deferred and, if possible, prevented entirely.

Building Activity Reflected in Furnace Sales.

Activity in connection with building stimulated by the Housing Commissions at various points has created an unusually brisk demand for furnaces and great numbers have been sold this season, according to Col. W. M. Gartshore, McClary Mfg., Co., London, Ont.

"In all the commercial centers of Ontario," he said "there is a shortage of houses and the building that has been done created an abnormal demand for furnaces and plumbing goods. These are two things that are insisted upon now in any modern house. It did not matter formerly but nowadays the house that has not a furnace and conveniences is not in demand. This means a lot of good business for the men in these trades."

The demand for stoves he pointed out has been much as usual although in some districts where there have been natural gas shortages a brisk demand has developed for combination stoves and heaters. Stoves which will burn coal, wood and gas are especially popular.

As far as prices of stoves are concerned, Col. Gartshore sees no indications of any material reduction. The whole situation he says revolves around labor and raw materials. The improvement in freight conditions has resulted in supplies of raw materials being available now where not long ago great difficulty was experienced in obtaining them but prices have not materially altered.

Public Will Buy Carefully.

Speaking of general conditions, Col. Gartshore stated:—

"You simply cannot tell what is going to happen thirty days ahead. I am looking for the general public to buy carefully in the future. That means that much of the money that as been spent for luxuries, automobiles, phonographs, pianos and other things is going to be kept for necessities. The situation, I think, is sound and the people can thank the banks for having handled skilfully a period that might easily have developed disastrously."

He pointed out that as a result of the improved banking system and also the close co-operation between banks conditions to-day are far ahead of those which prevailed after the Civil War.

"Things were bad, very bad, then," he said; "so far we have come through rather well. There is little doubt that there is going to be a downward readjustment of prices, but I do not think they will ever get back to pre-war levels. Business so far has been very good. We are working with a full staff of 1,500 men and at full time. Our business is seasonable and in a few weeks we expect things will quiet off a little for stock-taking and so on."

GOVERNMENT TAKES HEED

Continued from page 35

and thus be absorbed as all systems of taxation are absorbed. J. H. Curle, Sec. of the Manitoba R.M.A., reports that Manitoba merchants consider the luxury tax lends itself to confusion, uncertainty, dishonesty and inequity. It is too cumbersome to collect owing to the number of tax collectors; it is impossible to inspect it for the same reason; while the majority no doubt observe the law there are thousands who do not. Protest is made against the use of stamps, which are said to slow up the service to the public and add to the merchants' difficulties. No objection is taken to the licensing of merchants and until the luxury tax is done away with the majority desire to make their returns as they have been making them in the past.



Canada Paint

Keeps the Cash Register Ringing

There's money in the complete Canada Paint line. Deservedly popular because of its genuine superiority it comprises a perfect finish for every surface and is the one best line from which to fill every customer's paint requirements.

The Canada Paint line offers the ideal selling combination—Paint, Varnish, Stain, Enamel, White Lead, Putty, Insecticides, etc.—a complete line so superior in quality and so effectively advertised that your stocks are half sold before you put them on your shelves.

And when you do sell a customer a C.P. product you can bank upon it giving such satisfaction that increased sales will result not only as regards paint and paint products, but in other lines as well.

Ask us to mail you a free copy of our booklet, "Paint and Varnish as a profitable investment for a merchant." It describes the C.P. agency in detail and shows how to keep the Cash Register ringing with constantly increasing paint sales.

A post card request will bring it to you by return mail.

THE CANADA

Makers of the famous "Elephant

MONTREAL TORONTO HALIFAX



"Save the surface and you save all" *Paint & Varnish*

PAINT CO., LIMITED

Brand" Genuine White Lead

WINNIPEG CALGARY VANCOUVER

Events in the Trade

Business Changes

Kirkton, Ont.—Perry F. Doupe, hardware, has been succeeded by Ira N. Marshall; possession December 1.

Alvinston, Ont.—Rundle & Chambers, hardware, have been succeeded by Dalton Sifton.

Obituary

Whitby, Ont.— The death of Wm. Francis Hatch is announced. A former resident of Whitby, Mr. Hatch had been living, since 1905 in Raudison, Sask., where he died on October 28, from heart trouble. He was sixty-two years of age. He was a partner with his brother, Mr. Fred Hatch in the hardware business.

Personal

Toronto.—Mr. Ouston, James Robertson Co., Ltd., is away on a vacation.

* * *

Toronto.—C. E. Jones, sales manager of the Gurney Foundry Co., Ltd., is in Montreal on a business trip.

* * *

Toronto.—W. J. Keys, who covers Eastern Ontario for Lowe Bros., had the misfortune of dislocating his shoulder this week and is confined to his home.

* * *

Toronto.—Mr. Mihell, Imperial Varnish and Color Co., addressed the Toronto branch National Association of Purchasing Agents this week on the "Save the Surface" campaign.

* * *

Montreal.—C. J. McLeod, special representative for McArthur, Irwin, Ltd., in British Guiana, with headquarters at Demrara, is at present visiting the head office in Montreal. Mr. McLeod expects to be here for several weeks but will return to the South in December.

* * *

Montreal.—O. N. Parent, Canadian Yale and Towne Co., has been calling on the Montreal trade this week.

* * *

Montreal.—E. F. Stephenson, who has been representing the Canada Paint Co., Ltd., in New Brunswick, has been placed in charge of the British West Indian branch and sailed this week from Halifax for his new post.

* * *

Montreal.—W. S. McLennan, general sales manager Brandram-Henderson, Ltd., left this week for Winnipeg. Mr. McLennan expects to hold a conference there of Western representatives and may go as far as Alberta points.

Montreal.—W. George Helliar, manager Maritime division Brandram-Henderson, Ltd., returned this week from a two months' trip to England and Scotland. Mr. Helliar reports conditions there to be quiet.

* * *

Montreal.—Alf. Blackburn, of the H. & D. Folsom Arms, Co., Broadway, N.Y., was calling this week on the Montreal trade.

* * *

Montreal.—R. W. Leith, of R. W. Leith & Sons, Unity, Sask., was in Montreal this week. Mr. Leith has been visiting his old friends in the Eastern Townships where he covered territories for the Thomas Davidson Mfg. Co. for twenty years, going West about eight or ten years ago to Unity. Mr. Leith was troubled at one time with rheumatism, but since living in the Western country it has left him entirely. He was much impressed with the reception accorded him wherever he went on his old stamping ground and where decided courtesies were extended to him. He reports conditions at Unity as very satisfactory from a business standpoint.

Western Canada Notes

John A. Brownlee, hardware merchant at London, Ont., has been awarded one of the largest roofing contracts of the year locally, that of the new factory for the Ruggles Motor Truck Co.

* * *

Perry F. Doupe, who recently sold his hardware business at Kirkton to Ira N. Marshall of Usborne Township, plans to move to London shortly to reside.

* * *

Hillhouse & McLeod, hardware merchants at Clifford, Ont., had an exhibit that attracted a great deal of attention in their store this week in the shape of two German machine guns, sent home as war trophies.

* * *

Following a brief illness with blood poisoning, the death occurred in Detroit of Clarence Mulcahy of Millbank, Ont., brother of David Mulcahy of Timmins, and formerly of the staff of Adolph's Hardware at Listowel.

* * *

A bylaw will be voted on at Listowel, Ont., on November 27, to loan $25,000 to a company which plans to incorporate and manufacture wheels for automobiles, bicycles and auto trucks.

Tom Ward of Oil Springs has severed his connection with the Van Tuyl & Fairbank hardware at Petrolea, and is moving to Sarnia.

* * *

Beatty Bros. contemplate the erection at London, Ont., in the spring of a large extension to their Chelsea Green plant and also a new machine shop.

* * *

The Brantford Computing Scale Co., of Brantford, Ont., will shortly commence the manufacture of motors and cream separators in a separate plant west of the city.

* * *

Wm. G. Pow, of the hardware firm of Pow & Willcox, at Tillsonburg, is in London receiving treatment from a specialist as a result of having been shot in the eye while partridge hunting. Mr. Pow, with his friend Sam Vance, was out hunting in a bush north of Tillsonburg. Mr. Vance, not knowing that Mr. Pow was on the other side of a brush pile, discharged his shot gun, several of the shot striking Mr. Pow in the eye.

Annual Banquet of McAvity Bowling League

ST. JOHN, N.B.—The annual banquet of the McAvity Bowling League was held at Bond's restaurant. The chairman and toastmaster of the evening was P. D. McAvity, who commenced the evening's program with a toast to the King. Presentations of prizes were made to the winners of last year's league and individual cups were also presented. A new athletic association was formed. The officers are: Honorary presidents, G. C. McAvity, P. D. McAvity; president, H. L. Treat; vice-president, P. T. Legge; secretary-treasurer, T. A. Ramsay.

Presentation to David Brewer

MONTREAL.—On the eve of his departure from the staff of A. MacFarlane & Company, Montreal, David Brewer was made the recipient of a very fine mahogany mantel clock from the staff. The presentation was made at the offices of the firm with whom Mr. Brewer has been associated, and suitable reference made to his long and pleasant connection. Later in the week Mr. Brewer was presented with a silver tea service from the head of his former

Wood, Alexander & James in New Building

Hamilton, Ont.—The removal of the wholesale hardware business of Wood, Alexander & James from the premises on King Street to the splendid new warehouse situated on King William Street, Ferguson Avenue and Rebecca Street, has taken place this week and marks an important epoch in this old-established business. The whole arrangement of the new buildings is to facilitate handling of large quantities of merchanadise. The buildings are in four units, the main building is 87 x 214 ft., five stories high, with basement, and of a flat slab style type of reinforced concrete construction. Two 8 x 12 ft. elevators are provided. The general offices are located at the easterly side of the second floor. The builldings are fully equipped mechanically, having complete sprinkler and fire systems, modern plumbing and sanitary and heating facilities, and provision for allowing the maximum daylight in all parts of the warehouse is made. S. H. Alexander, W. A. Wood, and G. F. James are the present partners in this enterprise.

Production of Benzol by Steel Company of Canada

Hamilton, Ont.—The Steel Company of Canada's by-product coke oven plant in Hamilton, representing an expenditure of over $3,000,000, has been completed and was inspected last week by a party of civic officials. Benzol is produced to the extent of 120,000 gallons a month, which will be sold for local consumption as a motor fuel. When benzol is mixed with gasoline in equal parts a motor fuel of greater efficiency than pure gasoline is the result. In the process of manufacturing one ton of coal in coke, the quantities of the various by-products are 26 pounds of sulphate of ammonia, twelve gallons of tar, four gallons of light oil, 11,000 cubic feet of gas, and three gallons of motor spirit. The output of the plant will, it is said, be sufficient to provide for the needs of Hamilton motorists. The cost of the new fuel is the same as gasoline. During the past week more than 16,000 gallons have been consumed in Hamilton.

London Motor Show

LONDON, Ont.—The National Motor Show of Western Ontario will be held at London, Ont., from January 31st to February 5th, 1921, inclusive, under the auspices of the London Automotive Retailers' Association. At a recent meeting of the Association 75% of the space was taken. Passenger and commercial cars, tractors and accessories, as well as motor cycles and bicycles will be exhibited. The show will be run on co-operative lines, the Association taking the profits and rebating pro rata to its member exhibitors.

The field is wide open to the window dresser with ideas in HARDWARE AND METAL XMAS WINDOW CONTEST.

Ottawa Hardware Merchant Leaves Large Estate

OTTAWA.—A total estate of nearly $500,000, all of which is to be distributed among members of his family and relatives, was left by Thomas Birkett, Ottawa hardware merchant and ex-mayor, who died on October 21 last. The total of the estate is shown as being $486,838.37, of which $368,799.67 is of a personal nature, and $118,038.70 is represented by real estate.

Says Steel Industry Little Affected

HAMILTON.—Speaking of the steel industry in general, S. J. Waddie, president of the Canadian Drawn Steel Company, stated that its immediate future was not likely to be affected to anything like the same degree as other lines of industry might be.

As for the company he is associated with, Mr. Waddie said there were sufficient orders on hand to insure uninterrupted operations for a long time to come. Retrenchment was something his company had had no occasion to consider so far. All employes were at work and the plant was operating at full capacity. The greater part of its production was for the domestic market.

"We could get much work to do if we could only get the raw material," observed Mr. Waddie. "But we experience the greatest difficulty in this connection, with the result that our export market has been crippled somewhat."

Canadian and German Exports in Competition

An English correspondent confirms the statement made in a recent issue of Hardware and Metal re German goods on the Canadian market. In this connection he writes from London, England, as follows:—

"German goods with nothing to indicate their origin but their cheapness, are now en route to Canada via Great Britain. German tin and enamelled ware is being offered here at prices considerably lower than those quoted by Canadian firms for export to Britain, and the representative of one Canadian concern which has been selling this class of goods here, said that he found it impossible to compete with them in price. There are still many firms, however, which will not buy anything made in Germany. One of these merchants says even if Geramn prices were fifty per cent. lower than Canadian prices he would buy the latter goods."

Look for Revival in Russian Trade Brush Bristles Still Scarce

Montreal.—L. H. G. Walford, head of the Leopold Walford (London) Ltd., operating about sixty ships and having extensive connections with markets, believes that an early resumption of shipping connections between Great Britain and Russia will materialize.

Mr. Walford, while in Montreal early this month, stated that the British Government is anxious to see a revival of trade in the Baltic, and it is his belief that matters will soon be sufficiently settled to enable a resumption of this trade.

Mr. Walford made an observation regarding shipping conditions, and stated that while there is plenty of raw material in England the unsettled state of labor upset conditions considerably as relating to shipping. He also stated that he was desirous of extending operations from a trade standpoint with Canada in which country he has unbounded faith. This company had some experience this year as they have linked Montreal and Canada with Iceland during the present season

A New Automobile for Canada

Montreal.—Arrangements are reported to have been made by John D. Siddeley for the manufacturer of Armstrong-Siddeley automobiles in Canada. Mr. Siddeley represents the company and was recently in Canada making arrangements with the Canadian company, the Armstrong-Siddeley Company of Canada, Ltd., 298 St. James Street, Montreal, to manufacture these cars and to distribute them in Canada. The car will be a high-grade one and will command a substantial price.

Brush Bristles Still Scarce

What is ahead in brushes? It is natural for the dealer to make the query. In discussing the situation with a factor in the trade this week he referred to the fact that there still was a big shortage of bristles, especially those used in the manufacture of the better brush, be it paint or varnish.

"The Chinese are supplying a large part of the world demand at the present time," said this informant. "With this condition still existing there is not much promise of an early change in the market conditions, and brushes, we do not anticipate, will be lower in price. The badger hair and best bristles are both very scarce yet, and these raw materials are not like something that can be produced in a single season. The hogs from which the bristles are obtained have to grow, and it takes several years, in the case of some of the longer and better bristles, to obtain supplies."

As yet there is little to indicate, said another informant, a decline in brush prices.

Letters to the Editor

Communications expressing the opinions of subscribers concerning matters of interest to the trade.

LUXURY TAX

The Editor, Hardware and Metal,

Regarding your article in Hardware & Metal of October 30, re Luxury Tax.

The Luxury Tax certainly is a hindrance to business and an endless trouble collecting and looking after it. When the comparatively small return to the Government is considered, it is certainly not worth the trouble.

It would be better to increase the Turnover Tax slightly and do away with the Luxury Tax altogether. Even an increase in the Turnover Tax seems hardly justified as this tax has produced a revenue far in excess of the amount the Government estimated it would.

We believe with the present conditions in markets that the retailer has enough to look after without being a tax collector without any pay for doing so.

We are glad to see that Hardware and Metal is doing all it can to get this matter straightened out.

PAYNTER BROS.,
Tantallon, Sask.

WANTS TURNOVER TAX

The Editor, Hardware and Metal,

Your note re Luxury Tax in Hardware and Metal noted and for Heaven's sake let us have the Turnover Tax. It most certainly is not only the fairest but the most practical in sight and by far the easiest and cheapest to collect, besides removing friction between retailer and consumer.

DAKIN BROS.,
Digby, N.S.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

JOHNSTON TUBE SKATE

R. C. Cowan, Drumbo, Ont.—Please say who handles Johnston Tube Skates.

Answer—These are made by the Johnston Tube Skate Mfg. Co., Chicago, Ill. We have been unable to trace any Canadian distributor.

REPAIRS FOR COPP STOVES

J. Funk & Co., Herbert, Sask.—Please advise us where we can procure repairs for stoves manufactured by the Copp Stove Co., Fort William.

Answer—McIntyre & Taylor, Ltd., 501 Queen St. W., Toronto, Ont., can supply repairs for some of the stoves formerly made by the Copp Stove Co. We understand that the patterns were destroyed by fire, but some of the stove manufacturers who took over Copp Bros. stoves from the original company may be able to supply repairs.

COPPER VARNISH KETTLES

C. T. Wyers, Brandon, Man.—Kindly let me know who makes copper kettles for varnish making.

Answer—These are made in Canada by the Booth, Coulter, Copper and Brass Co., Ltd., 115 Sumach St., Toronto, Ont.

CELLULOID MANUFACTURERS

Fraser Hardware Co., Galt, Ont.—Kindly let us know the names of celluloid manufacturers.

Answer—There are no manufacturers of this material in Canada. The Arlington Co. of Canada, Ltd., 63 Bay St., Toronto, Ont., import from their American factories and among the principal manufacturers in the United States are the Celluloid Co., 35 Washington Place, New York City, and the Fiberoid Co., Indian Orchard, Mass. Canadian manufacturers of celluloid goods are: The Pugh Specialty Co., Ltd., 38 Clifford St., Toronto, Ont.; Dominion Comb & Novelty Co., Warwick, Que.; The French Ivory Products, Ltd., 1475 Queen St. W., Toronto, Ont.; R. B. McComisky & Co., Granby, Que.

GLADONA HEATERS

W. T. Keith, Belwood, Ont.—Could you inform me who makes the No. 12 Gladona Heater?

Answer—The Gladona Heater is manufactured by the McClary Mfg. Co., Ltd., Toronto and London, Ont.

CORRUGATED PACKING CASES

The Enterprise Foundry Co., Sackville, N.B.—Kindly let us know where we could obtain corrugated packing cases suitable for sending stove castings in?

Answer—Thompson & Norris Co., of Canada, Ltd., Montreal; the Corrugated Paper Box Co., Ltd., Toronto, Ont.; the Hinde & Dauch Box Co., Ltd., Toronto.

DISHWASHING MACHINES

Connell & Grigg, Edmonton, Alta.—Kindly give us names of manufacturers of dishwashing machines.

Answer.—The Ross Sales Co., Richmond St. E., Toronto; The Hurley Machine Co., 413 Yonge St., Toronto; The Whirlpool Mfg. Co., Philadelphia, Pa.

HOME COMFORT RANGE

Walker & Merriam, Tara, Ont.—Can you inform us who are Canadian agents for the Home Comfort Range?

Answer.—The Home Comfort Range is sold by the Wrought Iron Range Co., 149 King St. W., Toronto, Ont.

ROPE CLAMPS

J. L. Demers, Thetford Mines, Que.—Will you give us the address of any rope clamp manufacturers.

Answer.—The G. Greening Wire Co., Ltd., Hamilton, Ont.; The Canada Foundries & Forgings, Ltd., Brockville, Ont.; Billings & Spencer, Hartford, Conn.; American Steel & Wire Co., Chicago, Ill.

SHEET METAL MACHINERY

John L. Wilson, Enterprise, Ont.—Can you inform me where I could get machinery for making pails and other sheet metal goods?

Answer. — The following are manufacturers of sheet metal machinery and tinsmiths' tools; Brown, Boggs & Co., Ltd., Hamilton, Ont.; Rothwell & Hall, Hamilton, Ont.; E. W. Bliss & Co., 17 John St., Brooklyn, N.Y.; Peck, Stow & Wilcox Co., Southington, Conn.; Niagara Machine & Tool Works, Buffalo, N.Y.

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

BLOWERS, FORGES AND DRILLS

A new and exhaustive catalog of 184 pages has been issued by the Canadian Blower & Forge Co., Ltd., of Kitchener, Ont., covering the various lines of forges, etc., manufactured by this firm.

The catalog is well gotten up and printed on excellent paper, and is thoroughly illustrated.

Nearly 100 forges and blowers are shown and other lines include exhausters, fans, drills, punches, shears, bending machines, tire setters, combination woodworking machines, and fan system apparatus for heating, ventilating, drying and mechanical draft. Also air washers, humidifiers, dehumidifiers, pumps, etc.

The catalog which will be sent on request is numbered 19C.

GAS APPLIANCES

We have received from the Johnson Gas Appliance Co., Cedar Rapids, Iowa, a catalog of atmospheric gas appliances and burners for soldering, melting, tempering, annealing and case hardening.

The makers state that all Johnson furnaces maintain 1800 to 2000 degrees of heat without any forced air blast or blower, and that they will successfully heat soldering irons in all sizes, can be used for the melting of babbitt and solder, and for heat-treating any carbon steel, such as chisels, reamers, dies, cutters, taps, etc.

A number of different styles and sizes of bench and auto-blast furnaces are shown in the catalog as well as bunsen burners suitable for students, doctors, dentists and others, and for laboratory work where a small but high temperature flame is required.

Lighting burners, gas pressing and laundry irons, and oven burners are also listed in catalog, and all appliances are fitted with the Johnson direct jet regulator.

WOODENWARE, TOYS AND SPECIALTIES

The J. H. Hanson Company, Limited, Montreal, have issued a catalogue on woodenware, toys, and other specialties. This is beautifully illustrated with half-tones and the cover is most attractive, being treated in raised type with gilt finish. In addition to illustrations of ordinary types of woodenware, wooden toys are displayed in colors, making a most attractive display on these products. In addition to the regular lines carried, waggon coasters and sleighs, children's sleighs are shown in addition to bobsleighs, snow sleighs and toboggans. Skis and baseball bats are also illustrated. Among the specialties are coffee and tea pot handles with rubberoid finish, electrical specialties, enameled kettle handles and knob, step-ladders, buck saws, etc., in addition to a special line of wash boards. Further particulars may be had by writing the company, St. Paul St. West, Montreal.

Trade Enquiries

Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.

2298. **Spades, saws, forks, and rakes**—A company in Switzerland are open to purchase spades, saws, axes, pitchforks and rakes from Canadian manufacturers, and invite catalogues and prices.

2301. **Hardware**—A sales agency in Barbados would like to secure the agency for small hardware of all kinds, also nails.

2304. **Hardware for Switzerland**—A Swiss firm, with representatives traveling all over Switzerland and doing an extensive business in edge tools, axes and saws, wish to get into communication with Canadian manufacturers who could supply these articles for export to Switzerland. Prior to 1914 supplies were obtained from German manufacturers.

2306. **Asbestos**—A firm in London, England, desire to be brought in touch with Canadian producers of asbestos. They indicate that there is a preference for Canadian products. Samples, analysis and prices are wanted immediately.

2308. **Automotive Supplies**—A firm of manufacturers' agents in Barbados are open to represent a Canadian firm supplying a complete stock of automotive goods. Good references can be given.

2310. **Goods for Poland**—An importer in Antwerp who has good trading connections with Poland desires to obtain the following articles from Canada: shovels, picks, forks. If the houses offering are agreeable to the conditions of payment after the arrival of the merchandise (payment to be guaranteed by the Poolrische Kaufmannschaftsbank at Danzig), important business could be undertaken.

Twenty Years Ago

Items of interest reprinted from the Hardware and Metal files of twenty years ago.

Items of interest reprinted from the Hardware and Metal file of November 17, 1900:

"The Canadian Wholesale Hardware Association met in Toronto on Friday and Saturday. The following members were present: P. Howland and T. G. Dexter, of H. S. Howland, Sons & Co.; T. H. Newman, of Caverhill, Learmont & Co., Montreal; W. Vallance and J. Alexander, of Wood, Vallance & Co., Hamilton; C. A. Whitwam, of Hobbs Hardware Co., London, Ont.; F. O. Lewis, of Lewis Bros. & Co., Montreal; T. B. Lee and I. C. Fisher, of Rice, Lewis & Son, Toronto; Ed. Archibald, of Frothingham & Workman, Montreal; W. Starke, of Howden, Starke & Co., Montreal; D. B. Howden, of the John Bowman Hardware and Coal Co., London, Ont.; V. Lemieux, of N. Lemieux & Fils, Quebec; A. Jeannotte of L. H. Hebert, Montreal; Mr. Newman, representing the Chinic Hardware Co. The Letang Hardware Co., Montreal, was admitted to the association.

* * *

"Mr. Rodgers, of the firm of Rodgers & Torrens, Tilsonburg, Ont., died at his home on Saturday, November 10th." The hardware firm of E. I. Torrens is in business to-day in Tillsonburg.

* * *

"T. B. Alcock, secretary of the Gurney Foundry Co., Toronto, is again in harness, having returned to work on Monday after five weeks' serious illness.

* * *

"Some weeks ago dealers throughout the country were paying only $9 to $10 per ton for No. 1 wrought iron; now they can secure very little at $12 to $13, and we have heard of some transactions in first-class scrap at $16."

Orderly Retreat from High Steel Prices

"CURRENT steel trade activities have to do mainly with cancellations of orders, further restrictio of output of pig iron and steel and continued efforts by manufacturing consumers to reduce inventories and contract obligations before the end of the year. There are few new orders and more and more reminders of the aftermaths of some well-remembered booms," says "The Iron Age."

It develops that here and there an independent producer would accept some business at the Steel Corporation prices, but in the main diminishing demand is met by cutting down output and by such an orderly retreat from the higher price levels as will protect unfiled orders now on the books.

As has been the case for some weeks, Steel Corporation mills are running nearer to capacity than the average independent plant, the percentage being about 80 for the former and 50 to 60 for the latter.

The Steel Corporation's statement of unfilled orders on October 31 (not published at this writing) is expected to show a falling off of several hundred thousand tons. The reduction would have been more but that two or three subsidiaries which move much of their product in open-top cars have added to their mill stocks.

Recent cancellations have not been limited to higher priced business nor to smaller buyers. Some Steel Corporation tonnage has been included, since the steel could not be used at any price, and several important buyers have sought to cancel in many directions.

Companies whose business is largely with motor car makers have slackened further. The turning point in the latter industry is not in sight, little response being made to the first price reductions.

Pig iron prices on resale tonnages still tend downward. The market is very irregular and probably still lower prices would have been named if there had been any assurance that business would have resulted, but owing to the general lack of interest on the part of buyers, sellers have not been encouraged to make concessions.

Settling Point Not Yet Reached

Price levels in many lines of iron and steel are so uncertain as to have become purely a matter of conjecture. The limited amount of business being placed is not sufficient to test conclusively the true position of the market, says the Iron Trade Review. Enough indications are present however to show the trend of conditions is steadily downward and that the settling point has not yet been reached. Where any large tonnages are involved, buyers are in no haste to close, feeling that trade developments will continue in their favor. This confident indifference of consumers points strongly to the fact that control of the market rapidly is passing from the sellers to the buyers, if actually it has not done so already. The slowing up of collections in several directions is the cause for considerable market comment.

Production generally continues on the down grade. More mills and furnaces gradually are joining the idle list. Ingot figures for October, as in the case of pig iron however, have not reflected the true extent of the curtailment since many shutdowns came late in the month.



MEMBERS OF CANADA PAINT CO 25 YEAR HONOR SERVICE STAFF
From left to right in the top row—A. Bezeau, E. Coleman, R. Kearns, J. D. Gilker, W. H. Newton, E. Marlow, W. H. Coxon, D. Brown, F. Cusson.
Bottom row, left to right—P. Hayes, J. Thompson, D. Swan, L. N. Dansereau, W. H. Allison, G. Nimmo, R. Bremner, F. Mireau.

October Pig Iron Output Heaviest of Year

October production of pig iron in the United States was approximately 3,300,000 gross tons or an average of 105,745 tons a day as against 3,130,000 tons in the 30 days of September, or 104,310 tons a day. The October output was the heaviest of the year with the exception of March and a larger total has not been reached since January, 1919.

Large Increase in Cutlery Shipments to Canada

For the month of September in 1913 the value of cutlery, Sheffield's specialty, exported to Canada amounted to £9,623 in 1919 to £7,687 and in 1920 to £23,935. The value of these shipments for the nine months ending with September in 1913 amounted to £81,943 in 1919 to £30,443 and in 1920 to £177,057.

There is variety and usefulness in hardware goods as Xmas presents—show how you feature them through HARDWARE AND METAL XMAS WINDOW CONTEST.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

NEW SETS AUTO-STROP SAFETY RAZOR

Three new sets of safety razors have recently been placed on the market by the Auto-Strop Safety Razor Co., Toronto, Canada. Each set contains a silver-plated self-stropipng razor, a metal package of a dozen blades in metal



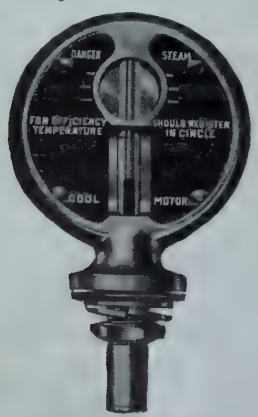
New Auto-Strap Razor Sets

case, and a leather strop. Each of the new outfits is enclosed in a flat velvet-lined case, shallower than the old style cases, and made possible by using a detached handle. Set No. 350 is a plain nickel-plated case; No. 351, an embossed metal case with diamond-shaped space in centre of cover for monogram. Both these sets retail for $5.50 each.

Set No. 400 is a Parisian ivory case and retails for $6.

BOYCE MOTO-METER

Under normal conditions no modern automobile engine, it is stated, will overheat. Failure to supply oil or water, or the breakdown of some part of the engine is usually the cause of overheating



Boyce Moto-Meter

and subsequent damage, and the moto-meter eliminates such injury by giving the driver accurate knowledge of temperature at which his engine is operating without leaving his seat.

The Moto-Meter Co., Inc., Long Island City, New York, list a Boyce moto-meter for every type of car and truck. A distance type is also made where radiator type cannot be installed.

THE NEW MOORE ELECTRIC HAIR CUTTER

Wiebusch & Hilger, Ltd., 106-110 Lafayette St., New York, are the selling agents for the States and Canada for the new improved Moore electric hair cutting machine for which several features are claimed, among them that



New Moore Hair Cutter

it saves time, money, and increases trade and profits. The clipper itself, in outward appearance, does not differ very greatly from the ordinary hand clipper, except that instead of two handles there is one, which contains the working parts, and it fits the hand without crowding fingers into an unnatural position. An electric cord connects clipper handle to the electric machine which is supported by a stand, or if preferred it can be supported on a trolley running on an overhead wire.

All working parts are enclosed, preventing hair and dirt from clogging the wheels, and on account of the speed with which the machine works it is claimed that a better, quicker and neater job can be done than by hand.

POST DRILL CHUCK

A new post drill chuck has been put on the market by the manufacturers, E. C. Stearns & Co., Syracuse, N. Y.

This chuck (styled No. 1) has a regu-



No. 1 Post Drill Chuck

lar ½ inch straight shank to fit blacksmith's post drills. A square milled socket takes regular bit shank twist drills, which are kept from falling out by a friction spring.

NEW MARBLE COMPASS WITH LUMINOUS DIAL

Knowing which way one is going in the dark is as important as knowing the time, when in the open. The latest product of the Marble Arms & Mfg. Co., Gladstone, Mich., is a compass with a luminous or "Undark" dial. It will no doubt prove as popular as the watch with a radiolite dial.

In the darkness the needle of the new compass glows like a bar of light and



New Marble Compass

points the way as plainly as in broa daylight. During the day it is used as an ordinary compass.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

SEVERAL declines and a few advances are noted in prices this week.

The principal reductions are in metals, and lines affected are lead products and solders, copper and brass in sheets and rods, ingot metals generally, some lines of steel sheets and bar iron. Waste materials are also lower.

Other lines with lower prices include masons' lines and lamp wick and other cotton goods.

A further decline has taken place in linseed oil and turpentine and some grades of lubricating oils are lower.

Among the articles advanced are scythe snaths, leather soles, clothes baskets and some lines of brushes.

The demand for stoves and heaters is becoming hard to meet and supplies of stove pipes are small. An improvement in some other lines which have been scarce is noted.

Business in seasonable lines is reported to be fairly good.

Montreal Markets

MONTREAL, November 11.—The hardware trade here is reported active. One jobber states that there has been little diminution in the volume of business from country sources, although the city trade is light. There are several important advances this week, among these being scythe snaths, money drawers, some sizes of half soles, plastic cement, mendets, and a firm market on game traps, lumbering tools and axes. Declines are effective on lead products, some lines of half soles, chalk and masons' lines, galvanized sheets, etc.

Advance Is Made on Scythe Snaths

Montreal.

SNATHS.—Prices to the trade on various snaths have been advanced. This is due to an increasing scarcity of material. Prices are as follows: No. 00, doz., $18.10, 1-loop $17.40, 2-loop $18.65, 3-loop $15.20, ring No. 1 $15.95, No. 2 $15.20, No. 3 $13.75. Bush snaths are quoted at $18.85.

Cash Drawers Are Marked Up

Montreal.

CASH DRAWERS.—An advance is effective for cash drawers, the following prices being effective here: No. 501 each $5.90, 503 $5.45, 504 $4.75. The cost of manufacture, particularly labor, together with the increasing scarcity of suitable raw material are doubtlessly the combining reasons for this change of price.

Lumbering Tools Are Active Sellers

Montreal.

LUMBERING TOOLS.—There is an especially good demand at present for various lumbering tools, especially from merchants in Northern districts. Supplies are reported as limited and prices are holding firmly.

Scarcity Exists on Game Traps

Montreal.

GAME TRAPS.—Just at present an active sale for various game traps is reported by hardware jobbers, and as yet there is not a great deal of improvement in delivery of some numbers. One jobber states that there is a great shortage of most numbers, and that he is unable to obtain the desired supplies.

Shot Guns Have Been Ready Selers

Montreal.

FIREARMS.—The demand for shot guns this fall has been quite active, more so in fact than for some time past. Despite the fact that prices are very high and continue to rule on their high level, a great many sportsmen and hunters have demanded a fairly good grade of shot guns and jobbers are well pleased with the volume of business.

Mr. Hardware merchant—encourage your clerk by seeing that he enters a photograph of a window display in HARDWARE AND METAL XMAS WINDOW CONTEST.

Active Sales of Ammunition Made

Montreal.

AMMUNITION.—While there was a decided shortage of loaded shells earlier in the season, jobbers claim that they are having little difficulty now in obtaining supplies. There has been considerable activity in loaded shells and from now on the demand will turn largely to metallics. There has been a good sale for these for many weeks past, although weather conditions have been somewhat against big game hunting.

Plastic Cement is Higher Priced

Montreal.

CEMENT.—An advance has been made in the price of plastic cement, which is selling on the following list: 1 lb. per doz. $2.50, 5 lb. $6.60, 10 lb. $12. These prices are subject to a trade discount of 25 per cent.

Revision of Lists on Leather Soles

Montreal.

LEATHER SOLES.—A readjustment of the list on leather soles has been made, some lines being slightly reduced and others slightly advanced. Present prices on leading numbers are as follows: Leather Soles: women's No. 36 per doz. $4.20, No. 37 $3.90, No. 37½ $2.30; men's No. 10 $6.70, No. 11 $5.50, No. 14 $3.15, No. 15 $2.50, 121 $4.05, 123

$3.70, 122 $3.85, 124 $2.65, 125 $2.45; boys' No. 31 $5.05, 30½ $3.15, 31½ $2.90, 31¾ $2.70. Heels: women's No. 37¾ $2.70, No. 81 $1.10, 82 $1.95; boys' No. 78½ $1.60; men's No. 51 $1.45, 52 $1.30, 50 $1.60, 141 $1.

Lower Prices on Lead Products

Montreal.

LEAD PRODUCTS.—As forecast in Hardware and Metal last week the price of lead pipe, waste, traps and bends has declined. Ordinary pipe of 2 in. is now selling at $16 per 100 lbs., 2 to 8 inch $17.80, and over $18. Waste pipe is $17, and both are subject to a discount of 10 per cent. Traps and bends are now on a list plus 15 per cent. basis. Lead wool is quoted down one cent at 14 cents per pound. Sheets are less, 2½ pound selling at 12 cents, 3 to 3½ pounds at 11½ cents and 4 to 8 pounds at 10½ cents.

Lead pipe, per 100 lbs.	16 00
Lead waste, per 100 lbs.	17 00
Note.—Lead pipe is subject to a discount of	10%
Lead traps and bends ..... List plus	15%
Lead wool, lb.	0 14
Lead sheets, 2½ lbs.	0 12
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 11½
Do., 4 to 8 lbs. sq. ft.	0 10½
Cut sheets ¼c lb. extra and cut sheets to size. ¾c lb. extra.	
Solder, guaranteed, lb.	0 31½
Solder, strictly, lb.	0 29½
Solder, commercial, lb.	0 26½
Solder, wiping, lb.	0 26¼
Solder wire (8 gauge)—	
40-60	0 33¾
45-55	0 36
50-50	0 38¼
Zinc sheets, casks	0 16½
Do., broken lots	0 17

Lower Net Prices Cotton Chalk Lines

Montreal.

CHALK LINES.—In accordance with the general decline on cotton goods chalk lines are lower, 20 ft. hanks selling as follows: No. 12 per gross $5.20, 15 $6, 18 $7, 21 $7.50, 24 $8.50, 30 $10, 40 $14.

Mason's Lines Are Marked Less

Montreal.

MASONS' LINES.—A decline is effective on mason's lines. No. 15 white selling at $2.20 per dozen, 18 $2.65, 24 $3.20, and 18 yellow $2.80.

Mendets Are Higher New Resale Prices

Montreal.

MENDETS.—A change has been made in the resale price of mendets, the 10c size now being sold at 15 cents to the consumer and 25c size at 30 cents. Dealers' prices are $1.20 and $2.60 per dozen respectively.

Axes Are Selling; Prices Maintained

Montreal.

AXES.—Chopping axes are selling well at the present time although there is a scarcity of some classes. The demand is seasonably satisfactory and amongst the lines selling are both unhandled and handled varieties.

You dealers in small communities have just as much chance as the big one in HARDWARE AND METAL XMAS WINDOW CONTEST.

Butcher Knives In Active Demand

Montreal.

KNIVES.—There is a good demand at the present time for butcher knives but a great many of these are reported as scarce. Prices remain firm and unchanged.

Okum Sales Fair; May be Reduced

Montreal.

OAKUM.—There is a fair demand for oakum, on which the undertone is weak. Prices vary considerably and there is every prospect of a lower market prevailing in the near future.

No Lower Prices Likely on Brooms

Montreal.

BROOMS.—In view of the fact that the crop is said to be 60 per cent. short, as applying to broom corn, manufacturers state that there is no prospect of lower prices prevailing on brooms in the near future. Another factor is that of the firm undertone on handles, of which there has been an increasing scarcity in recent months.

Heavy Demands Still For Stoves and Heaters

Montreal.

STOVES, RANGES.—There is still active inquiry and sale for stoves and ranges, and demand for heaters is especially active. The supply is not sufficient to meet trade requirements, but manufacturers hope that while there is little encouragement at the moment there will be a slackening of demand within the next few weeks. Meanwhile every effort is being concentrated on supplying orders in hand, but shortage continues.

Range Boilers Show No Change

Montreal.

RANGE BOILERS.—There is a steadily fair demand for range boilers, there being no change of price. Standard, 30 gallons, is selling at $15 each and extra heavy at $18 each.

Basic Price Same On Tin Plate Stock

Montreal.

TINPLATE—There is no change in the quoted price of tinplates, but due to speculation of holders here and there, manufacturers find it necessary still to pay a premium for their requirements.

Canada Plates A Scarce Article

Montreal.

CANADA PLATES.—Small quantities of Canada plate are filtering in to the manufacturers, but the tonnage is limited. It is improbable that there will be much improvement in the situation this fall, and stocks have been very widely distributed. Prices remain unchanged.

Stove Pipes Are Not Any Freer Here

Montreal.

STOVE PIPES.—There is naturally a continued heavy demand for stove pipes, and in view of the scarcity of material prices remain steady and firm.

Wares Are Active; No Changes Made

Montreal.

WARES.—The undertone of the market is steady and unchanged. There is a good demand for enameled ware and for various stamped and piece ware, manufacturers stating that the volume of business is very satisfactory.

Trade Still Seeks Freer Pipe Supplies

Montreal.

IRON PIPE.—The demands for pipe still exceed stocks. Manufacturers seem unable to supply the trade with their needs and it will be a few weeks yet, apparently, before desired relief is forthcoming. Smaller sizes are the most difficult to obtain, and the galvanized is scarcer than the black. Prices are based still on the No. 46 list.

LIST NO. 46
Standard Buttweld Pipe
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8 63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.17
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
2	$32.01	$ 38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2 66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.06
10	3.56	4 39	4.39	5.21

Sheets Are Revised; Still Short Supply

Montreal.

SHEETS AND PLATES.—Prices are somewhat lower on U. S. galvanized sheets. The condition is yet nominal and there will be little probability of normal stocks for some months, even though steady improvement is expected every week. The trade has been steadily satisfactory, and jobbers have no complaint to make. Gradual easing of the basis all around may be looked for.

BLACK SHEETS—	
10 gauge	10 45
12 gauge	10 50
14 gauge	10 55
16 gauge	10 65
18-20 gauge	10 70
22-24 gauge	10 75
26 gauge	10 80
28 gauge	10 95
GALVANIZED SHEETS—	
U.S. Standard—	
10¾ gauge	13 75
28 gauge	13 25
26 gauge	13 00
22 to 24 gauge	12 85
20 gauge	12 65
18 gauge	12 65
16 gauge	12 50
English Standard—	
28 gauge	13 50 — 13 00
26 gauge	13 25 — 12 95
24 gauge	12 65 — 12 35
22 gauge	12 30 — 11 90
18 and 20 gauge	11 60 — 11 75

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Slow But Sure Bar Improvement

Montreal.

IRON AND STEEL.—Prices are steady and unchanged. The mills are giving the trade an increasing supply of various sizes, but there is room for improvement yet, and this will come. The demand, especially from country factors, is fairly active.

IRON AND STEEL	
Common bar iron, 100 lbs.	5 15
Refined iron	6 65
Iron finish machinery steel	5 25
Mild steel	5 30
Band steel	5 80
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	5 30
Tire steel	5 50
Toe calk steel	6 20
Harrow Tooth Steel	5 45
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

NOTE—Refined Iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Buying Old Metals Is Very Inactive

Montreal.

OLD MATERIAL.—Prices are easing all the time on old scrap and there is little prospect of improvement this fall. Mills are not anxious to buy heavily, realizing, they figure, that the longer they defer purchasing the better or rather lower will the price be. While no markdowns are made this week the tendencies are easier and further reductions may be looked for.

DEALER'S BUYING PRICES

Automobile tires		0 01
Yellow brass	0 07	0 08
Red brass		0 15½
Light brass		0 05½
Scrap zinc		0 05¼
Lead, heavy	0 05	0 06
Lead, tea		0 03½
Light copper		0 11
Heavy copper		0 13
Wrought iron, No. 1, per gr. ton	19 00	20 00
Malleable scrap (ton)		22 00
Pipe scrap, per ton		12 00
Stove plate, per ton		30 00
Heavy melting steel		18 00
No. 2 busheling	10 00	12 00
Boiler plate		16 00

How many customers can your windows draw to your store? Find out at Xmas and send a photo to HARDWARE AND METAL XMAS WINDOW CONTEST.

Gasoline Prices Same; Oil is Unchanged

Montreal.

OIL, GASOLINE.—Prices remain unchanged on gasoline and there is a good demand for which the importers are prepared. Motor grade is still quoted at 43½ cents and higher grades at 48½ cents. Some hope that there may be an easing of the basis before long. Coal oil is steady and is quoted at 31 cents.

Rope Remains Steady; No New Features

Montreal.

ROPE, CORDAGE—Prices remain unchanged on various grades of hard fibre rope. The demands are rather light, the trade buying sparingly as they can absorb. Pure manila basis is still 33½ cents, British and Beaver manilas at 26 cents and sisal and lath yarn at 21 1-2 cents per pound. There is unlikely to be any advance, and any tendencies are likely to be downward, although manufacturers state that the reductions will come only gradually.

Nails Still Steady; Are Selling Freely

Montreal.

NAILS.—Demand still keeps active for standard wire nails and there is a firm and steady undertone, with base price remaining at $6.35 per keg. For Maritime delivery the prices are: 10 keg lots or over $6.75 per keg, and less quantities $6.95 per keg.

Ingots Rather Quiet Still Rule Easy

Montreal.

INGOT METALS.—Prices are ruling rather easy on the average ingot metal, and there have been some reductions from the basis of last week. Trade is on the quiet side.

TIN.—London reported a decline early in the week of £10. Here the price has reflected this easing to the extent of one cent a pound, the local price being 49 cents.

COPPER.—There is little new on this. Last week's prices of 21 cents for electro and 20½ cents for casting still hold good.

LEAD.—There is an easing tendency still on lead. Little trading is reported and the stocks here are ample. Some look for a little further recession in price, while others believe the bottom has almost been reached. A price of 8½ cents is quoted.

SPELTER. — No change of consequence has been reported on spelter, the market being steady at 8½ cents a pound.

ANTIMONY.—No quotable change, the basis holding steady at 9 cents a pound.

ALUMINUM.—At 35 to 36 cents there is little new to report, and trading is light.

Toronto Markets

TORONTO, Nov. 11.—Prices are holding firm on most hardware commodities, and price changes are of a light character and are fewer in number. Some grades of lubricating oils have declined in price and lower quotations are made on sheet brass and copper; also on lead products and solders. Lamp wicks and tire tape show lower prices.

Glassware has a higher tendency and glass lamps have accompanied chimneys and globes to a higher level.

Better business has been the result of the colder weather.

Pipe Slow in Improving Prices Unchanged

Toronto.

PIPE.—Some jobbers report an improvement in deliveries of wrought pipe and with the demand falling off as it usually does at the end of the year, stocks should soon be in better shape than they have been for a long while. Prices are unchanged and list No. 46 is still in effect.

Standard Buttweld Pipe
List No. 46
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8.63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	23.74
2	28.31	34.97	32.01	38.67
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Hardware Price Comparisons With Pre-War Period

TAKING the index value of 100 as representing the cost of certain staple hardware lines, of August 1, 1914, prior to the war, to-day's prices bear the relation as indicated by the following figures. Thus if an article cost 25 cents prior to the war and today costs 50 cents the cost is doubled. On this basis the pre-war value being indicated by the index figure 100, to-day's figure would be 200, indicating that the cost has doubled.

Axes, Single, Bit	270	Gasoline	227
Belting, Leather, Standard	234	Tarred Sheathing	314
Bolts, Carriage	264	Tarred Felt	288
Butts, Steel, L.P.	368	Wrought Pipe, Galvanized	294
Boilers, Range	300	Coal Tar	205
Cement, Portland	228	Boiler Plates	206
Chain, Proof, Coil	301	Ready Roofing	304
Cord, Sash	296	Rope, Manila	202
Canada Plate	481	Cotton Rope	262
Crow Bars	255	Wood Screws	315
Fittings, Malleable	257	Galvanized Sheets	353
Grindstones	400	Solder	132
Hinges, Strap	408	Wares, Enamelled	351
Iron, Common Bar	275	Sash Weights	366
Lanterns, Common	214	Steel Wire	260
Lead Sheets	181	Screen Wire Cloth	225
Lead Pipe	184	Window Glass, Star	432
Nails, Wire	284	White Lead in Oil	239
Nails, Horse Shoe	173	Linseed Oil, Raw	206
Netting, Poultry	275	Turpentine	271
Metals, Ingot—		Ready-Mixed Paints	265
Copper, Casting	154	Putty, Standard	328
Tin	147	Cotton Waste, Colored	212
Aluminum	200	Shovels	303
Oakum, Plumbers'	171	Files	200
Coal Oil	190		

Standard Lapweld Pipe
Per 100 Ft.

	Steel		Gen. Wrought Iron	
	Blk.	Galv.	Blk.	Galv.
2	$32.01	$38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2.66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4.39	4.39	5.21

No Changes In Gasoline and Coal Oil

Toronto.

GASOLINE AND COAL OIL.—Sales of both these products continue to be very large. No changes in prices have been made. Royalite is quoted at 29½c per gallon and motor grade gasoline at 42c.

Iron and Steel Bars Show Easiness

Toronto.

IRON AND STEEL.—A continued improvement in supplies of bar iron and steel is noted, but jobbers state that demand has slackened considerably. An easier tone is felt and quotations are again on a base of $5.50. Primary markets continue to show easiness, with coke declining. Jobbers' prices are the following:

IRON AND STEEL

Common bar steel, 3-16 in. and lighter	$ 6 25
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and lighter	6 25
Common bar iron, ¼ in. and heavier	5 50
Horseshoe iron	6 00
Tire steel	5 95
Band steel	6 60
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	6 00
Hoop steel	7 50

Pipe Fittings Show no Changes

Toronto.

PIPE FITTINGS.—The demand for fittings is said to be lighter now, and it is probable that factories will be able to catch up on orders. Many lines of malleables are short, and stocks of unions are reported to be extremely low. Quotations which are unchanged are the following:

PIPE FITTINGS

Cast iron fittings	Plus 10%
Plugs	7½%
Bushings	10%
Unions, ¼-in. to 2½-in.	30%
Do., ⅛-in. to 3-in. and larger	25%
Dart unions, ¼-in. to 2-in.	8%
Do., 2½-in. and larger	Plus 5%
Nipples, up to 4-in.	50%
Do., 4½-in. and larger	40%
Do., running thread, 4-in. and under	20%
Couplings, 4-in. and under	20%
Couplings, 4½-in and larger	Net list

MALLEABLE FITTINGS

	Black	Galv'd
Class A	0 70	0 85
Class B	0 30	0 40
Class C	0 20	0 30

If your windows are paying big dividends let others see how you do it through HARDWARE AND METAL XMAS WINDOW CONTEST.

Nails Are Holding Firm and Unchanged

Toronto.

NAILS.—Little change is reported in the situation regarding wire or cut nails. The demand is fairly strong for the season, due probably to the fine weather permitting building operations to be carried on to a greater extent than usual. Deliveries of wire nails are improving, and the base price remains unchanged at $6.40. Cut nails, which are scarce, are still $7.35 base.

Lower Prices On Sheet Copper and Brass

Toronto.

COPPER AND BRASS.—Further declines in prices in the copper market are responsible for another drop in copper and brass quotations, which are from 12½ to 15% lower than those of a month back.

Prices on the various standard lines of rods and sheets are the following: Copper, casting ingot, 20½ to 22 cents par lb.; rods, ½ to 2 inch, 37½c base; soft sheets, 16 oz. and heavier, 40c; tubing, 42c per lb.; brass tubing, seamless, base, 39c; rods, ½ to 1 inch, 29c; sheets, 24 gauge and heavier, 34c lb., base. Above prices are for full sheets and bars.

Wares Steel Short But Improving

Toronto.

WARES.—There is still a considerable shortage in many lines of wares of all kinds. This is particularly the case with regard to enamelled ware and galvanized ware. The demand is said to be fairly steady, but manufacturers are unable to determine how much of this is the result of previous shortage, and due to merchants re-ordering. Prices are holding firm, with no indication of any recession in any direction.

Tire Tape Prices Are Reduced

Toronto.

TIRE TAPE.—There is a reduction in the prices of tire tape amounting to 15%. A great quantity of this commodity is sold by hardware dealers during the winter and is used largely for binding hockey sticks.

Woodenware Firm; Advances Possible

Toronto.

WOODENWARE. — Prices on all lines of woodenware continue very firm and advances on some of these lines would not be surprising. Manufacturers of articles made from wood or in which wood forms a considerable part report increased costs owing to higher prices which have to be paid for lumber now, and the recent advances may compel them to revise their prices.

Advance of 10 p.c. On Glass Lamps

Toronto.

LAMPS.—There has been an advance of about 10% in the prices of stem and footed Canadian lamps. Glassware prices are very firm and lamp chimneys and lantern globes were increased in price lately to a considerable extent.

Another Reduction on Black Oils

Toronto.

BLACK OIL.—This oil continues to fluctuate. Another decline has taken place, making the second in two weeks. The summer black is now quoted at $0.28.60, and the winter grade at $0.29.10 per gallon, less 15%.

Lubricating Oils Decline in Price

Toronto.

LUBRICATING OILS.—A reduction of about four cents per gallon has been made in the prices of lubricating oils, and the following are new quotations on these lines: Capitol cylinder oil, $0.98.10 per gal.; machine oil, regular grades, $0.61.60; Imperial gas engine oil, $0.62.60; paraffine, $0.42.60.

Rope Sales Light Quotations Unchanged

Toronto.

ROPE.—Sales for rope and cordage are stated to be light for immediate deliveries. Bookings for next season are stated to be lighter than usual. Prices are unchanged, and in some quarters a further decline is looked for. Quotations are the following:

Pure Manila, basis	0 33½
Beaver Manila base	0 26
New Zealand hemp, base	0 26
Sisal, base	0 21½
Single lath yarn	0 21½
Double lath yarn	0 22

No Change In Range Boilers

Toronto.

RANGE BOILERS.—There has been a good seasonable demand for these articles, and though manufacturers and jobbers have been able to meet same stocks are not heavy. Prices are holding steadily without change.

Stoves and Ranges; Supplies Small

Toronto.

HEATERS AND RANGES.—Stove manufacturers report an active demand for both heating stoves and ranges. Dealers are said to be carrying smaller stocks of these lines than usual and the consequence is that manufacturers are receiving more rush orders than is usually the case at this time of the year and with factory stocks in much poorer shape than ordinarily on account of shortage of raw materials have a difficult task in meeting the demand. Conditions as regards supplies have not improved any, it is said, and one manufacturer gave it as his opinion that they were worse if possible. Notwithstanding lower prices in the pig iron market it does not appear that stove prices will be reduced at all this season.

Can you put a "punch" in your Xmas window display—if so let us all see it through HARDWARE AND METAL XMAS WINDOW CONTEST.

Lamp Wick Prices Show Reduction

Toronto.

LAMP WICK.—Due to lower cotton prices, a reduction has been made in the price of lamp wick, and the following are the new prices: No. 0, 90c gross; A, $1.15; B, $1.65; D, $2.65; Rochester No. 2, $7.90; No. 3, $27.00 per gross.

Stove Pipes and Elbows In Demand, But Scarce

Toronto.

STOVE PIPES AND ELBOWS.—A good demand is being felt for these, but stocks are not in good shape to meet it. Canada plate has been a very scarce article for a long time and larger sheets have had to be cut up to make stove pipes. Prices are as follows:

Stove Pipes—Made up, 6 in., common, $23.57 per 100 lengths; bright, $29.45; 7 in., $26.09; Bright, $31.22 per 100 lengths.

Stove Pipe Elbows—6 in., Light, $3.15 doz.; heavy, $3.65; 7 in., light, $3.50; heavy, $4.09.

Weather Strip Selling; Latest Quotation

Toronto.

WEATHER STRIP.—Good sales of this article are now being made and the Frost King make is selling at $5.50 per dozen packages.

Lower Prices On Mattress Wire

Toronto.

MATTRESS WIRE.—Although this article is not carried generally by the hardware trade, there has been a reduction of two cents per pound on mattress wire, tinned and coppered.

Wire Goods; Scarcity of Supplies

Toronto.

WIRE GOODS.—Prices of wire goods continue to be firm. Many lines are scarce and there is a shortage of such lines as potato mashers, soap shakers and wire sink strainers, etc.

Roofing and Papers Firm and Unchanged

Toronto.

SHEATHINGS AND ROOFINGS.—Business has been fairly good on these commodities lately, and stocks are reported to be lighter than usual. No alterations have occurred in prices, though there is some expectation of a revision. The market price of roofing rags has declined considerably, but demand is smaller and roofing felt mills have cut down on their operations.

Nut Crackers and Sets; Stocks are Small

Toronto.

NUT CRACKERS AND SETS.—There is a scarcity this season of nut crackers and sets and jobbers report very small stocks of these lines.

Horse Blankets Moving Well

Toronto.

HORSE BLANKETS.—Good sales of horse blankets have been made and prices are holding firmly. Jute supplies are smaller than usual and a decline in price does not seem probable.

Cutlery Supplies Moving Quickly

Toronto.

CUTLERY.—Stocks of cutlery, carvers, etc., are not very large. Shipments of English goods quickly move out as soon as they arrive in this country. American cutlery, butcher knives and pocket cutlery hold firm in price. A stock of serrated edged bread knives, similar to the Lightning, is on the market and is quoted at $4.50 per dozen.

Valves and Bibbs Firm Without Change

Toronto.

VALVES AND BIBBS.—Sales of these goods continue to be normal. Quotations are unchanged. Whether lower prices on raw materials will cause any change in discounts is uncertain. Stocks are not excessive, but there is no apparent shortage of these goods. Prices are the following:

Compression work, standard	25%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	28-30%
Flatway stop and waste cocks, standard	25%
Roundaway stop and waste cocks, standard	25%
Brass steam cocks, standard	add 10%
Globe, angle and check valves, standard	add 5%
J.M.T.	plus 10%
J.M.T. C.	Net
Gate or straightway	Net
Jenkins gate valve	10%
Standard gate	list plus 5%
Jenkins Globe	list plus 20%
Radiator valves, standard	23%

Little Change in Sheets Galvanized Still Scarce

Toronto.

SHEETS AND PLATES.—There is very little change in the conditions of the sheet market. While deliveries are stated to be improving slowly, and are expected to be better as cars become more available, there is still a large scarcity in many lines, especially in the lighter gauges and in galvanized sheets. Although many of the inde-

pendent mills are reported to be operating at a reduced capacity, the Steel Corporation are working to as full an extent as supplies will allow. Buyers are looking for lower prices and are purchasing on a limited scale only. Jobbers are doubtful if lower prices would tempt more business and state that conditions do not warrant any reductions at the present time. Quotations are unchanged.

BLACK SHEETS

14 gauge	$10 15
16 gauge	10 25
18-20 gauge	10 70
22-24 gauge	10 75
26 gauge	10 80
28 gauge	10 50
3-16 inch plate	7 00
¼-inch boiler plate	6 50

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier	Apollo	
10¾ oz.	$12 50	13 25	$15 00
U.S. 28	12 70	12 85	14 75
U.S. 26	12 40	12 55	14 25
22 and 24	12 25	12 40	14 00
18 and 20	11 95	12 10	13 75
16	11 95	12 10	13 50
12 and 14	11 20	11 95	....

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Solders Show Lower Quotations

Toronto.

LEAD AND ZINC PRODUCTS.—Prices are holding on lead and zinc products at the declines noted last week, but a further decline on some lines may be looked for if the pig lead markets continue falling. Quotations on principal lines are as follows:

Lead pipe, list, per lb.	0 16
Lead waste pipe, list, per lb.	0 17
Do., over 8 in., list, per lb.	0 18
Lead pipe is subject to a discount of	10%.
Lead traps and bends	15%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 12¼
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 41
Solder, strictly, lb.	0 30 0 32
Solder, commercial, lb.	0 29
Solder, guaranteed, lb.	0 32
Solder, wiping, lb.	0 28
Zinc sheets, per lb.	0 19

Waste Prices Lower Little Trading

Toronto.

WASTE MATERIALS.—The market for waste materials has not shown any improvement and trading is very small. With a continued downward tendency in virgin metals, there is a corresponding decline in scrap prices. Heavy copper and wire show a decline and cast iron scrap and stove plate are also lower. Quotations are largely nominal and are as follows:

WASTE MATERIAL

No. 2 busheling	$13 00
Stove plate, per ton	28 00 29 00
Yellow brass	0 07½ 0 08
Red brass	0 15¾
No. 1 machinery cast	37 00 38 00
Heavy melting steel	22 00 23 00
Heavy copper	0 12 0 12½
Scrap zinc	0 05½
Light brass	0 05 0 05½
R. Rd. wrought iron, No. 1, gr. ton	24 00 25 00
Heavy lead pipe	0 05 0 06
Old rubbers, boots and shaes	0 04 0 04½
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01 0 02
Tea lead	0 03
Automobile tires	0 01½ 0 02

Ingot Metals Dull Mostly Declining

Toronto.

INGOT METALS. — Absolutely no buying. Business at zero. These are reports in brief of ingot metals this week. Most of the metals show a decline in prices, but little trading is reported locally.

TIN.—There has been little life in this metal. Prices of tin have slumped in English and American markets, and local quotations are lower by 2 to 3 cents. Selling prices are 46 to 48c per lb.

COPPER.—Reports of large sales, including a big quantity for export, have steadied the U. S. markets somewhat, but production will be below that of last year. Markets here are dull with quotations at 19½c for casting.

LEAD.—Further declines are reported from outside markets on this metal. Trading is dull and present quotations are $8.50.

SPELTER.—Little interest is being shown and prices in local markets are 9¼c.

ANTIMONY.—Stocks are said to be ample of this metal with few inquiries. Quotations are from 9 to 13 cents, according to grade.

ALUMINUM.—No change is noted in aluminum and prices are still 37 to 39 cents.

London Markets

LONDON, Ont. Nov 11.—Prices continue firm and the budget of changes is light again this week. Winter goods are moving out well. The more seasonable cooler weather has speeded up hardware business and merchants have enjoyed an excellent week's trade.

Collections are good.

Turpentine Unchanged Demand Fair

London, Ont.

TURPENTINE.—The demand for this commodity continues fair, without being heavy. Quotations are unchanged here this week. Prices quoted being as follows:

Turpentine—	Per Imp. Gal.
1 barrel lots	1 95
2 to 4 barrel lots	1 94
5 gal. lots	2 10

No Change in Linseed Oil Prices

London, Ont.

LINSEED OIL.—The sales for this product are seasonably good and last week's prices are quoted without change.

	Raw	Boiled
1 to 2 barrels, gal.	1 45	1 48
3 to 5 barrels, gal.	1 44	1 47
6 to 9 barrels, gal.	1 42	1 45

White Lead Unchanged; Sales Light

London, Ont.

WHITE LEAD IN OIL.—The sale of this product continues light, but is regarded as seasonable. There has been no indication of any change in prices, and quotations remain as below.

Pure, tons, $20.45 per 100 lbs.; less ton, $20.80; Elephant, tons, $20.95 per 100 lbs.; less tons, $21.30.

The cash prizes are not the most important part of HARDWARE AND METAL XMAS WINDOW CONTEST—the honor of winning is invaluable.

Putty Selling Well; Quotations Firm

London, Ont.

PUTTY.—A fairly brisk sale for putty is being experienced just now. Prices are holding firmly without change. Quotations are the following:

	Per 100 lbs.
Standard, 100-lb. drums	8 55
Do., 25-lb. drums	8 80
Pure, 100-lb. drums	11 05
Do., 25-lb. drums	11 30

Window Glass Fair; Sorting Trade

London, Ont.

WINDOW GLASS.—The demand for window glass is fair at the present time, and a good sorting up trade is being done. There has been no change in discounts and case lots are quoted at 25% off list for single and double diamond and 40-10% off cut light list.

Nails Unchanged; Demand is Good

London, Ont.

NAILS.—No alteration has taken place in the nail situation. Some sizes of wire nails are still scarce, and the same is true of all cut nails. Prices are unchanged, with wire quoted at $6.25 per keg, base, and cut nails at $7.50.

Rope Demand Less; No Price Change

London, Ont.

ROPE.—The demand is less now for rope and sales at present are light. No

alteration in prices is recorded and following quotations still hold.

Pure Manila, 33½c lb. base; Beaver Manila, 26c; New Zealand Hemp, 26c; Sisal, 21½c.

Pyrex Ware Is In Demand

London, Ont.

PYREX WARE.—This line of glass oven ware is being quoted at 30% off new list and sales of this ware are of a good character.

Stove Pipes and Elbows; In Demand But Scarce

London, Ont.

STOVE PIPES AND ELBOWS.—These commodities are extremely scarce in many districts. The demand is large and prices are unchanged .

Leather Soles and Heels Advanced Slightly

London, Ont.

LEATHER SOLES AND HEELS.—An advance of about 5½ to 7½% has been reported in the prices of leather soles and heels. The present prices of these goods are as below:

Leather Soles—No. 30½, boys, $3.15 doz. pair; No. 31½, boys, $2.90; No. 37½, ladies, $2.30; No. 43½, Misses, $1.85; No. 121, men's, $4.05; No. 122, men's, $3.85; No. 123, men's, $3.70.

Leather Heels—No. 51, men's, $1.45 doz. pairs; No. 52, men's, $1.30; No. 81, ladies, $1.10; No. 80, ladies, $1.20.

Good Sales for Leather Gloves and Mitts

London, Ont.

LEATHER GLOVES AND MITTS.—The various lines of canvas and jersey gloves and leather gloves and mitts are in good demand at the present time and sales of these articles are good. Prices are unchanged and remain firm.

O. and A. Wire Prices Slightly Increased

London, Ont.

O. & A. WIRE.—There has been a small increase in the cost of oiled and annealed wire, on account of the increase of advances over base. The new price of No. 11 is $6.75 per 100 lbs., and No. 12 is quoted at $6.80.

Hammocks for Spring Costing 15 to 20 p.c. More

London, Ont.

HAMMOCKS.—The new prices for hammocks for spring shipment are out and show an increase of from 15 to 20% over this year's prices.

Willow Clothes Baskets Have Higher Prices

London, Ont.

WILLOW CLOTHES BASKETS.—Stocks of these lines are now beginning to arrive, and show considerable increases over old prices. The new quotations are: No. 2, $23.50 per doz.; No. 3, $28.00 per doz.; No. 4, $33.50 per doz.

Your appreciation of good window trimming will be increased through participation in HARDWARE AND METAL XMAS WINDOW CONTEST.

Zenoleum Disinfectant Advanced in Price

London, Ont.

ZENOLEUM DISINFECTANT. — A new higher price is in effect on Zenoleum disinfectant. The small 8 oz. size is quoted at $3.40; quarts, $8.50; ½ gals., $16.50; 1 gal., $24 per dozen cans. These sizes are not imperial measures, but are approximate sizes. The lice killer for poultry, made by the same firm, is now quoted at $3.00 per dozen cans, and is an increase.

Higher Prices for Roller Skates

London, Ont.

ROLLER SKATES.—An advance has been made in the price of the Union Hardware make of roller skates, and their No. 3 is now selling at $1.55 per pair. The No. 5 Ball Bearings is quoted at $3.75.

Increased Prices For Tower Bolts

London, Ont.

TOWER BOLTS.—New stocks of English tower bolts are now coming in and the prices of same are higher. The new quotations are the following:

No. 09 x 3 in., $1.65 doz.; 4 in., $2.10; 5 in., $2.60; 6 in., $3.15; 7 in., $3.60; 8 in., $4.10; 9 in., $4.50; 10 in., $5.25.

Good Sales For Ash Sifters

London, Ont.

ASH SIFTERS.—A good sale is being experienced in these articles at the present time and the common wood side are quoted at $3.75 per doz.; the Banner No. 2 at $3.65 each, and the Rocker No. 1 at $6.25 each.

Weather Strip In Good Demand

London, Ont.

WEATHER STRIP.—The different lines of weather strip are selling well, and present prices are $5.75 per doz. packages for Frost King, and wood and felt is quoted at 55/5 per cent. off list.

Ice Skates Move Out Well

London, Ont.

ICE SKATES.—Jobbers report a good sale for ice skates and stocks of these are moving out well at the present time.

Roofing, Building Papers Having Brisk Sales

London, Ont.

ROOFING AND BUILDING PAPERS.—There is a very good sale for the various lines of roofings, building papers, etc. At the present time prices are holding very firm. Quotations on some of the lines of roofings sold locally are the following:

Tecumseh, 1 ply, $2.65 square; 2 ply, $3.05; 3 ply, $3.55. Sterling, 1 ply, $3.25; 2 ply, $3.75; 3 ply $4.25.

Good Demand For Cutlery and Silverware

London, Ont.

CUTLERY AND SILVERWARE.—There is a very good business being done in carvers, pocket cutlery and silverware for the Christmas trade. Prices continue to hold firm and stocks of English cutlery and carving sets move out almost as soon as they are received by the jobbers.

Winnipeg Markets

WINNIPEG, Nov. 11.—Changes have been made this week in the prices of cotton goods, such as sash cord, twines, clotheslines, awning cords, etc., which are all lower. A drop in price has also been recorded on copper rivets and burrs, and on lead and waste pipe.

Prices quoted for next season's booking on screen doors and windows, and on woven wire fence also show an increase.

Carriage malleables and lantern globes are up in price and Liquid Veneer mops have been advanced.

There is very little improvement in deliveries of bar iron and steel or wire nails, and the wrought iron pipe situation has not bettered. These commodities are still very scarce.

Business is not as brisk as it was, but a falling off is not unusual at this time of the year.

Collections are fairly good.

Cotton Twines Reduced Twenty-Five Per Cent.

Winnipeg.

TWINES.—A reduction of twenty-five per cent. has been made in the price of cotton wrapping twines. There is a general decline in all cotton products. Three ply in balls is now selling at 62

cents per lb., 4 ply 70 cents, and 3 ply in cones 60 cents, and 4 ply, 68 cents.

Liquid Veneer Mops Advance in Price

Winnipeg.

LIQUID VENEER MOPS.—An advance of approximately 25 per cent. has been made in the prices of liquid veneer mops. The new quotations are:

Liquid Veneer Mops...$20.00 per dozen

Liquid Veneer Polish

4 oz	2.40	"	"
12 oz	4.80	"	"
Quarts	10.00	"	"
½ gals	16.00	"	"
Gals	28.08	"	"

Sash Cord Prices Lowered Again

Winnipeg.

SASH CORD.—New and lower prices are in effect on sash cord, due to recent declines in raw cotton. This is the second reduction in a very short time.

New prices are as follows:

In Hanks—No. 6, 92c per lb.; No. 7, 90c; No. 8, 90c; No. 9, 90c.

In Coils—No. 8, 90c per lb.; No. 10, 90c; No. 12, 90c.

Awning Cord Down In Price

Winnipeg.

AWNING CORD.—The prices on awning cord have been lowered, due to the fluctuation of the cotton markets and are quoted as follows:

White	Per Doz.
No. 4	$ 4.82
No. 5	18.25
Drab	
No. 4	$ 5.58
No. 5	21.75

Copper Rivets and Burrs Decline in Price

Winnipeg.

RIVETS and BURRS.—New lower prices are quoted this week on copper rivets and burrs, and are as follows:

No. 8	$0.64 per lb.
No. 10	.69 per lb.
No. 12	.74 per lb.

Lead Pipe and Lead Waste Lower in Price

Winnipeg.

LEAD PIPE.—The new prices on lead pipe and lead waste show a decrease, due to lower primary prices in pig lead, and are as follows:

Lead Pipe	$15.66 per 100 lbs.
Lead Waste	16.11 per 100 lbs.

Candle Wick Packing Costing Less Money

Winnipeg.

CANDLE WICK PACKING.—A new lower price is quoted on candle wick packing and it is now selling at 70 cents per lb.

An Advance in Flake Graphite Prices

Winnipeg.

FLAKE GRAPHITE.—The price has been advanced on flake graphite and 1-lb. tins are now selling at 65 cents and 5-lb. tins at $3.00 per tin.

Big Advance in Lantern Globe Prices

Winnipeg.

COLD BLAST LANTERN GLOBES.—The prices have been advanced on cold blast lantern globes and are quoted as follows:

In 1 dozen boxes	$2.25 per doz.
In 3 dozen boxes	2.00 per doz.
In 6 dozen boxes	1.75 per doz.

Cotton Clothes Lines Selling For Less

Winnipeg.

COTTON CLOTHES LINES.—Less money is being charged for cotton clothes lines owing to the decreased cost of raw material. Following are the prices quoted:

48 ft	$3.84 per dozen
60 ft	4.80 per dozen

Another Decline in Cotton Rope Prices

Winnipeg.

COTTON ROPE.—Another drop in price has been recorded this week in cotton rope and was naturally expected on account of the fluctuating cotton markets. 3-16 in. is now selling at 70 cents per lb., and ¼ in. and larger, 69 cents.

Very Little Change in Sheet Situation

Winnipeg.

BLACK AND GALVANIZED SHEETS.—There is nothing much to be said regarding the steel situation that has not already been mentioned some time or another. There are some who say conditions are worse and others that deliveries are improving. There is no doubt however that the lighter gauges are still very scarce.

Black Sheets—10 ga., $10; 12 ga., $10; 14 ga., $10; 16 ga., $10.35; 18 ga., $10.40; 20 ga., $10.40; 22 ga., $10.45; 24 ga., $10.45; 26 ga., $10.50; 28 ga., $10.65.

Galvanized Sheets—16 ga., $12.35; 18 ga., $12.50; 20 ga., $12.50; 22 ga., $12.65; 24 ga., $12.65; 26 ga., $12.80.

Pittsburgh Markets

PITTSBURGH, Nov. 11.—A light demand is the feature of the market again this week.

No material change appears in the open market, but it is stated that each new enquiry in the pig iron market brings out further price declines.

Coke is down further and various predictions are made as to the final price.

The volume of production shows a lower tendency and about 40 furnaces are stated to have ceased operating.

PITTSBURGH, November 11.—There is no material change in the iron and steel situation as to the volume of demand appearing in the open market, the demand being extremely light. The amount of stocks consumers had when the market turned soft cannot be estimated closely. It may have been considerably greater than buyers represented, when they were importuning mills and furnaces for heavier shipments, but whatever the stocks are the buyers wish to reduce them, and they desire to have as small stocks as possible on the inventory date. The quadrennial election last week has had no appreciable effect on the general situation.

The changes that have occurred in the past week have been in connection with prices and the volume of production, both showing more or less declining tendency. The decline in prices is spotty and irregular, affecting some products greatly, others scarcely at all. The decline in production, in the aggregate, is steady, though it is not steady as regards any individual producers.

Since furnaces began blowing out, early in October, about two score stacks in various parts of the country have gone out, the greater part being late in October and early this month, while there were proportionately somewhat more steel works furnaces than merchant furnaces that went out. The blowing out occurring so largely late in October, the month's output was not greatly affected, and with the operating furnaces in receipt of better supplies of coke the month's output as a whole showed an increase over the September rate. In fact the October rate was the best shown for any month this year excepting last March, being about 39,000,000 tons a year, while the rate last March was about 40,000,000 tons. The rate now, however, is doubtless well under 37,000,000 tons.

In the matter of steel production the curtailment depends on the state of order books. As the Steel Corporation is very well filled with business its output has not decreased, and has possibly increased a little. Those of the independents that pursued a relatively conservative course in the matter of prices

are moderately well filled, but with cancellations and suspensions are unable to run full, and thus a number have reduced output only by say 10 or 15 per cent. Others, with lean order books, which they cannot replenish to any great extent by cutting prices since there is little business obtainable at any price, have had to curtail more, and probably quite a number of small independents are running at 60 per cent. or less. The necessity for curtailment strikes one mill after another. At the present time many mills are counting up how many weeks their order books will carry them at 50, 60, or 70 per cent. By the end of the year the independents, on an average, will hardly be operating at more than say 60 per cent., and perhaps the average will be under 50 per cent., while even without any improvement in business the Steel Corporation ought to be able to maintain its present rate of output until April or later.

Steel Prices

On bars, shapes and plates the common quotation among independents is now 3 cents. In instances an independent is asking more, but merely as a nominal price to protect contracts on books. On bars there is little, if any shading below 3 cents. On shapes a concession of a dollar or two a ton would probably be obtained without difficulty. In the case of plates there is much irregularity, but it requires an attractive inquiry to bring out a cut price.

In sheets, particularly black sheets, the market seems to be tumbling rather than declining. The market on black sheets had been going down at the rate of say a quarter cent a week until a few days ago 6.25 cents became the common quotation for mills that were really seeking business.

The condition continues in the pig iron market that each inquiry of any size brings out further price declines. The pig iron sellers, who consider themselves salesmen when iron is scarce and they can get higher prices simply for the asking, are now exhibiting the form of salesmanship that consists in quoting a prospective buyer a price and then explaining that the price is largely nominal and they want to hear from the buyer again when he is ready to close. Hitherto the foundry iron market has been considered $45 valley, after the declines from the $50 price reached in August, and forge would naturally be say $1 less. In the past week an inquirer for forge was quoted all the way from $44 to $41, while an inquirer for No. 2 foundry was quoted from $45 down to $41. No purchase was made in either case, the prospective buyers concluding to allow the sellers more time in which to make up their minds positively.

No one knows where coke and pig iron will land in the final adjustment, and various predictions are made, and can be defended to an extent, but in quarters where there is the best information and the greatest disposition to form an unbiased opinion, the idea is that furnace coke will land at somewhere in the neighborhood of $7, with foundry coke say a dollar per ton higher, and that pig iron will find its level at not far either way from $30 furnace.

Declines Counterbalance Advances

Lower Tendency Noted in Most Metals—Manufactured Goods at Present Holding Firm

IT IS quite a relief as well as a change to be able to report that the amount of declines in the prices of hardware commodities more than balance the amount of advances. It has been a long time since it was possible to say this. On the descending side we have bar iron and steel, lead products and solders; brass and copper sheets, rods and tubing; ingot metals and waste materials. Linseed oil, turpentine and lubricating oils, lamp wick and cotton goods are also lower.

Against this with higher prices are wicker baskets, leather soles and heels, some lines of brushes, glass lamps and hammocks.

Metals and Raw Materials Affected First

It is true that the majority of the lines that show lower prices this week are those which would not appeal greatly to the average customer of a hardware store, or for the matter of that to the average dealer, being chiefly metals and semi-finished lines, but they are a start in the right direction, and it is only natural that the change in prices should affect materials before it reaches the manufactured article.

How Much Does Raw Material Affect Cost?

It is one of the peculiarities of a declining market that nearly everyone thinks that the other man's goods should be the first to come down, and is at pains to show that his lines did not advance in the same proportion as other lines.

When prices of hardware commodities were going up we constantly heard the phrase: "Owing to the cost of raw materials." It will be interesting to observe, when prices start on the down grade, to what extent raw materials enter into the cost of an article.

Relative to this an apologist has just come out with the statement that "the price of wool has nothing whatever to do with the price of clothes." He may be right.

Hardware prices generally have up to the present held fairly firmly, but commodity prices as a whole have had a downward trend for the past few months.

An interesting comparison of the present prices of fifty hardware lines with those of the pre-war date of August 1, 1914, are given in another column.

Demand Slackens and Stocks Are Lower

Furnace and foundry coke continue to decline and the lower prices prevailing for fuel will help to reduce the cost of production of iron and steel generally, and it is significant that the output of soft coal last week of October was the largest of any month this year.

An eminent authority states that prices will continue downwards and merchandise stocks will be lower by the 1st of January than for many years. Demand in all lines is slackening and it is everywhere a case of most conservative buying rather than any great increase of supply. The entire commercial world is setting its house in order and bringing down stocks to the requirements of reduced demand.

ORGANIZE CHAIN STORES

(Continued from page 39)

motto is also used on each store front being reproduced on the yellow background with which each store is painted. In the heading the words "Quality and Service," and "Economy and Satisfaction" are also reproduced. At the bottom of each ad appears the names of all members of the chain with their addresses and telephone numbers. Thus the advantages of the advertisement can be linked up by the reader with his nearest dealer.

It was stated to Hardware and Metal that while the present advertising is of an effective nature and carries comparatively small cost when distributed among the various members of the organization, some more extensive plans of publicity are now under consideration and further development of the advertising field is contemplated. This may take the form of extending the co-operative effort to other forms of publicity.

The sixteen Toronto dealers who are now members of the Dominion Hardware Stores are as follows: Platt Bros., 1356 St. Clair Ave. W.; Christie Bros. Co., 3046 Dundas St. W.; Parkdale Furnace Hardware Co., 1378 Queen St. W.; Wm. J. Robinson Jr., 195 Royce Avenue; Geo. Pearsall & Sons, 417 Yonge St.; Dempsey Bros., 824 College St.; Keys & Co., 592 Bloor St. W.; C. Murphy & Son, 2113 Yonge St.; Wm. J. Jackson, 648 College St.; J. M. Boyd, 1312 Danforth Ave.; F. R. Jackson, 1592 Queen St. E.; W. V. Prichard, 223 Danforth Ave.; W. J. Merrill, 862 Kingston Road; C. G. Bailey, 1958 Queen St. E.; N. G. Leslie, 1060 Gerrard St. E.; E. McGillivray, 1212 Dufferin St.

What Every Paint Salesman Doesn't Know

Information That Commercial Agency Wants Will Also Assist Dealer in Paint Selling—No Business Can Grow Without Advertising Force Behind It—Making Use of Publicity Factors in the Paint Department

Written specially for Hardware and Metal by F. A. FARRAR.



IT is not infrequent that a reporter from a commercial agency will ask information about your department which you cannot answer. Just let us try it and see.

Could you tell to a cent the amount of your accounts receivable?

Could you tell the inquirer how much stock you have on hand at the present moment?

Could you accurately advise how much you are owing at the present time, and how much your store fixtures are worth?

Could you tell him what your profit has been for the last three months, or exactly the amount of cash you have on hand in the bank?

Could you give correct figures as to the number of your turnovers in the last year?

Could you tell just what goods you are low on, what color cards you need?

Have you a record of inquiries that have been made for goods in your particular line that you do not carry?

Could you tell why it is best to paint in the spring or the fall?

Could you name big buyers in a class and then list the small ones?

Some of the above questions apply to the store as a whole and perhaps belong to the work of the bookkeeping department, but there are many, the knowledge of which will particularly benefit the paint department, and if they cannot be answered it will pay to get busy at once and establish such a system of figure records that any or all of these questions could be answered with no great effort. This information is needed, and the merchant will find that he will have a better department and better sales if he gives some attention to the above points.

Often correct information will open the eyes to many leaks which were never dreamed of; losses which may be sapping the life right out of profits.

If you want to be noticed you must make a noise; if you keep mum about the merits of your paints and varnishes, buyers are going to keep their money in their pockets or take it out to give to your competitors.

Every big business that was ever known has been well advertised, and no small business can hope to grow to full man size without the force of advertising back of it.

Some people say that advertising is a waste of money. If so, why do so many advertise? Even farmers are now advertising. One told me that he had been so successful in selling little pigs through local newspapers that he had been unable to supply the demand. It certainly paid him to advertise, to tell people what he had to sell, and local newspaper advertising is one of the surest and quickest ways of turning over paint and varnish stock in the hardware store's paint department.

Free motion pictures, at least one evening a week, have been the cause of bringing a good volume of business to many a hardware store. Paint manufacturers are supplying these slides to their dealers featuring any product you may select, and your name is given in large letters.

Don't forget that advertising leadership, like success in any other line, comes through steady work, and always try and remember that the manufacturer's and merchant's interests are identical—they are not competitive. Take a friendly interest in his work as he does in yours, co-operating in all matters that make for economy and efficiency, and don't forget to hand out a smile with every pint of paint that is sold—a smile is cheering, the grouch always jars. A pessimist will always oppose while an optimist will investigate. The latter is responsible for progress; his opposite is still living in the dark ages—one deals in confidence, the other in discouragement. Believe in your merchandise and the public will believe in you.

Moore's Line

"Save the surface and you save all" *Paint & Varnish*



Is There a Moore Agency in Your Town?

A Moore Agency for Paints and Varnishes will Build a Steady Paint Trade for the Hardware Dealer.

Every can of Moore's Paint is backed by a rock-bottom guarantee of satisfaction or money refunded. Moore's Paints are scientifically correct, reliable, dependable, and assure consumer satisfaction to the last drop. A Moore Agency is a business-builder, it means bigger and better profits, new friends and customers with repeat sales. We shall be only too pleased to supply any enterprising dealer with Color Cards and details of this splendid agency plan on request.

Ask About Our Agency Proposition

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

The Brush Department

"Sanitary" Appeal Strong in Brush Selling

Two Distinct Types of Brush Customers—A Household Necessity That Receives Little Care and Maximum of Hard Usage.

THE BASIS of the appeal in selling various kinds of brushes is to-day changed about as much as the brushes themselves, as compared with a few years ago. From the time when the first brush was made from a bundle of twigs bound together with grass, there have been almost incredible changes and developments in every article of household equipment, including brushes, and today the household brush is a highly specialized article designed, made and finished in accordance with the highly specified demands of the users. Many dealers seem to overlook the advances which have been made judging by the way they continue to handle brush trade.

The actual sale of brushes in the hardware store indicates that there are two distinct types of customers. First there is the class who come in and want just brushes, such as were known by their forefathers. Luckily this element is growing smaller every day.

The Other Class

The other class have noticed the displays and listened to the dealer's outline of the improvements made in the brushes and the new uses to which they may be put. These customers have kept pace with the times, largely the result of the work of those progressive dealers. In selling to this class the first element necessary is a knowledge on the part of the dealer of just what this newer and better brush is. Brushes are household necessities and among the class that receive very little care and a maximum of hard usage. The modern brush must perform the functions which brushes have performed for generations plus the exacting demands of modern specialization in housework.

The first result of this, of course, is the demand for a better quality, but even more important than this is the resulting demand for the special style, and therefore of the necessity of display.

The "grandmother" type of brush could be hung in the back of the store, packed in drawers, stood in corners, until it was asked for, but the up-to-date brush must not only be prominently displayed, if possible it must be where the customer can feel and examine it. It seems to be particularly efficacious in selling brushes for the customer to "get acquainted with them," one dealer put it.

In selling brushes today perhaps one of the strongest points is "sanitary" talk. Brushes are almost universally used in or on soiled articles, and the facility with which they may be cleansed, their ability to remove dust and dirt instead of spreading it around, and above all their cleanly and wholesome appearance are points of extreme importance.

The idea of having specially designed brushes for cleansing inaccessible places is one of the best of selling talks.

The modern housewife is fond of using brushes and it is safe to say that a good window display backed up by an up-to-date stock for selection will not only bring the hardware dealer a good profit, but bring into his store customers who are going to linger and look about and examine. Every dealer knows that this customer always buys many items.

Early Improvement in the West

MONTREAL. — Conditions will soon improve from a business standpoint in Western Canada, in the opinion of John Richardson, of the firm of Richardson & Bureau, Montreal. Mr. Richardson has just returned from an extended trip to the Pacific coast, during which time he covered the important trade centres in the West.

At the present time business is not decidedly active, although conditions seem to be sound. Collections, Mr. Richardson states, are reasonably satisfactory and the promise of better business is evident as applying to the not distant future. One of the reasons for a temporary lull in actual business is the lowering of wheat prices, the farmer not wanting to sell at present levels, believing that there will be a reaction in his favor. "I discussed the outlook with every farmer I met when travelling," said Mr. Richardson, "and they all feel that, while realizing there is a readjustment now with regard to the price of manufactured products they are buying, the price of wheat should react upward. They are not selling their wheat and some of them figure that the cost to produce is very high; in fact one man stated that it cost him $2.00 to produce a bushel of wheat. They argue that last year they had two winters in one and had to purchase winter supplies, such as fuel, to a far greater extent than in any normal winter. The cost of their seed for planting was also very high and altogether their production cost was excessive."

Deferred Buying

In referring to the present buying mood of the average jobbers, Mr. Richardson found that there is a tendency to defer this until after the turn of the year. This will mean, in Mr. Richardson's opinion, that there will be a decidedly active demand for manufactured products in the months of January and February. Stocks are being allowed to run down at the present time, and jobbers will realize that if they are to get later business they must place orders immediately after the new year, in which case manufacturers will be filled up to a much greater extent with orders.

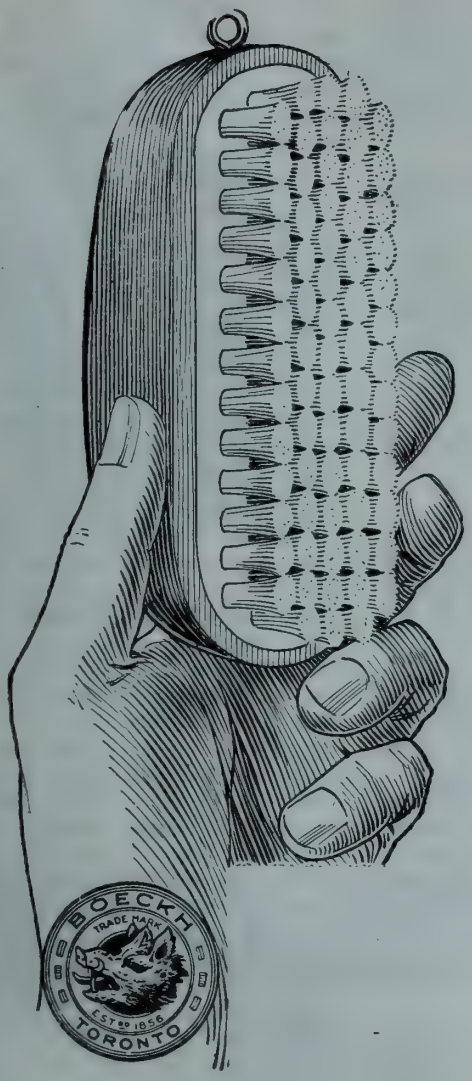
Mr. Richardson was much pleased with the outlook for the future, the country having had a splendid crop, and this is likely to reflect in active business demand in the coming year.

You will want to preserve that Xmas Window display this year—take a photograph and send one to HARDWARE AND METAL XMAS WINDOW CONTEST.

English Give $50,000,000 Iron and Steel Contract to Germans

An English electrical firm has completed contract negotiations with German iron and steel manufacturers for the purchase from the latter of iron and steel worth approximately $50,000,000, according to a report of a prominent steel man recently returned from abroad. This material instead of being paid for in cash by the English firm is to be credited to Germany's reparation account with the British government.

Wadena, Sask.—The Wadena Hardware Co. was burned out in the recent fire.



Pen-dura

Penetrating and Durable

Hand Brushes

The bristles can't come out; they're held in place with an aluminum binder. The bristles are sterilized. The backs are highly waterproofed. Here you have a brush to sell that gives real service and assured satisfaction to your customers. That is something consumers find particularly rare in hand brushes.

These brushes are suitable for use in Homes, Hospitals, Offices, Factories, Banks, Garages, etc.

BOECKH'S

Pen-dura hand brushes are one of the outstanding examples of the excellence of Boeckh's Brushes. Every Canadian hardware merchant will learn something to the advantage of his annual net profits by handling the complete line of Boeckh's Standard Brushes.

Put up in Display Boxes of 1 Dozen.

Every Brush Guaranteed Perfect

The Boeckh Company Ltd.

158-168 Adelaide Street West

Toronto, Canada

Established 1856

If interested tear out this page and place with letters to be answered.

Martin-Senour Co. Annual Convention

MONTREAL.—Special interest attached this year to the convention proceedings of the Martin-Senour Company and International Varnish Company. Sessions opened on November 1st, continuing to the 5th, and a full sales force, district managers and executives, assembled at the factory on Monday where they were welcomed by General Manager A. T. Black.

Within the past three months the company has been engaged in providing additional factory and storage space, nearly 20,000 square feet being added. This was completed in time to afford the salesmen thorough inspection of a larger and better factory. From the salesman's standpoint this was important, as he is always interested in improved deliveries, which the new additions will make possible.

On Monday night an at-home and house-warming entertainment was provided, and this gave the week's work and general program a fitting start. The whole idea was planned and carried out under the supervision of Sales Manager Tom Houghton, and the central feature of a well-balanced program was that of a "high class vaudeville entertainment." This was outlined in a standard, full-size printed program, the "advertising pages" being occupied with the professional announcements of various members of the sales staff. Two well-known artists, Tom Houghton and Harold Reid, told darky yarns, "some sad and some gay"—but all "true," and in their war paint these artists proved their worth in the change of funnyisms which they were constantly springing as well as their paint songs.

Instrumental and vocal music enlivened the evening, and in its setting of Hallowe'en decorations the hall looked very appropriate. On the hard maple floor of this new section of the plant the guests and staff danced themselves tired as the wee sma' 'ours came roun'. One of the pleasing features was that of the wheeling in, on a decorated dinner wagon, of the big birthday cake, this being cut, by invitation of General Manager A. T. Black, by J. H. Conover, manager of the International Varnish Company. Amid the cheers of the gathering, little birthday candles flickering in the darkened setting, the new wing was dedicated to the service of "100 Per Cent. Pure."

Sessions during the week touched upon many phases of trade development, and close application enabled the men to complete their inspections of the plant, of the processes of manufacture, preparation of labels, color cards, lithographs and advertising and promotion features before the closing on Friday.

The Annual Family Dinner

Of special interest every year is the "Annual Family Dinner." It was even of greater consequence this year for the reason that surprises were more genuine and the competitions of salesmen indicated greater gains. The banquet was held at the Canada Club, a truly generous spread of Canada's table bounties being provided.

"Songs of Paint," provided in a neat folder to the number of 25, were freely used by the assembled salesmen and guests, Jimmie Rice leading. The verse was aptly chosen to embrace products of the affiliated companies, while the tunes were familiar, enabling all to sing with a will. Jimmie Rice provided generously of his ready wit in recitation and monologue, and was easily the entertainer of the evening, while stirring songs from Tommy Cowan were delightfully rendered.

Salesmen's Awards

One of the interesting features of the Annual Family Dinner is that of the distribution of salesmen's awards. These were distributed by Manager Black, who appropriately addressed each winner and "runner-up." Immediately following, Sales Manager Houghton dedicated a selection of verse to each recipient, the "dry" humor of these poetic gems being generally enjoyed, bearing as they did on the particular product for sales of which the award was made.

Prize winners were as follows: Silver cup and gold, Eddie Cookson; H. M. Borland; three prizes, Jack Brault, W. Ferguson, H. O. Farrell. The winners were warmly complimented, as in some cases gains had been made under decided handicaps.

Presentation to General Manager

The culminating feature of the dinner was the presentation to General Manager A. T. Black of a beautiful silver loving cup. This was made by Messrs. Conover and Walsh, and the feeling references to the pleasant associations with the companies, under Mr. Black, took the recipient so entirely by surprise as to visibly affect him. This address on parchment was read by Mr. Walsh:

Mr. A. T. Black:

On many occasions the members of the sales staff of this organization have expressed to you individually and collectively the feelings that exist towards yourself.

We have in you a friend of true sterling character, one whose ready help and sympathetic assistance is ever to be counted upon.

Each one of us regards with true pleasure the years that we have spent under your able direction, throughout which time you have steadily advanced yourself in our affection and esteem.

We consider it most fitting on this the fifth anniversary of your appointment to the General Managership of this organization to offer you a more tangible token of the sentiments expressed herein.

Therefore, we ask you to accept this loving cup in the hope that it may perpetuate the cordial relations that exist, and we trust that for many years we may be privileged to have the benefit of your guiding influence, well knowing that as the

(Continued on page 70)



Martin-Senour Co. Staff Photographed at the Annual Convention in Montreal



The Luxeberry Painter Says:

"A MAN IS KNOWN BY THE COMPANY HE KEEPS is as true in my business as in any other. That's why my steady use of Berry Brothers' Varnishes, Enamels and Stains is one of my greatest assets in making new friends and holding old ones."

It is the universal recognition of the "Berry" label as a guarantee of quality and a sure protection against inferior products that makes the large and always growing demand for Berry products.

Partial List of Distributors of Berry Brothers' Products

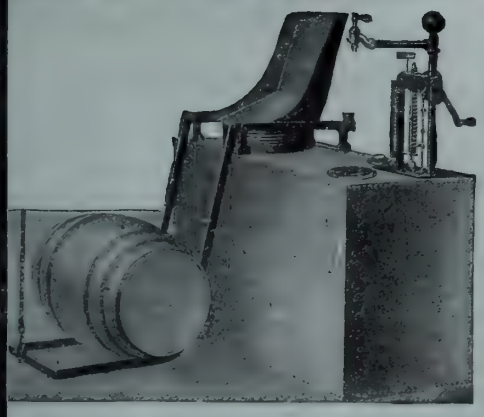
Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Fife Hardware Co., Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

SAVE THE SURFACE AND YOU SAVE ALL

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
Walkerville, Ontario

250

Paint Sales That Pay a Profit



One unit or as many as you want, in a compact row

You want a profit on every sale, and you should have it. But with the present high cost of paint oils you stand a big chance of losing your profits, unless your methods of handling are systematic and free from loss of time, labor and oils.



Pumps on Sales room Floor. Tanks in basement where ver convenient.

BOWSER ESTABLISHED 1885

Paint Oil Storage Systems

prevent paint oil losses. The pumps measure accurate quantities: no over measure, no leakage, no spilling, or evaporation. Everything is exact, systematic and saving. The sooner you install a Bowser System the sooner you will begin to reap the profits from proper storage equipment.

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S.F.BOWSER COMPANY, Limited
66-68 Frazer Avenue, TORONTO, CANADA
Sales Offices In All Centers **Representatives Everywhere**

PARIS
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Weekly Paint Markets

Montreal

MONTREAL, November 11.—Paint markets are quiet this week. This applies to present movement. Looking at the forward situation the prospects are excellent as indicated in the bookings received from the retail trade. One manufacturer stated to Hardware and Metal this week that in this respect they were receiving a greater business than ever before.

The features of the week are further declines for linseed oil and turpentine. Oil has been easing off materially, and while the nominal basis on small lots is quotably changed from last week but little, the tendencies are easier all around. It will not be surprising if the trade can buy oil for less than $1.20 in average quantities a little later and the flax market at this writing is well below the $2.50 mark. Sales are restricted and many are holding off buying.

Turpentine is down to $1.85 per gallon and will perhaps go lower. This is in but restricted demand. Stocks are ample.

No change has been made in putty, varnishes or white lead in oil, and the basis on prepared paints and specialties is unchanged.

Linseed Oil Is Still Declining

Montreal.

LINSEED OIL.—Prices are easing off still on flaxseed and the market at this writing is below the $2.50 mark. This, ordinarily, would suggest $1.25 oil, or less, and for round quantities of more than five barrels it is understood that a price of around $1.15 per gallon can be secured. The situation is peculiar in that crushers state when going into the market they are unable to secure stocks at the market quotation. There is considerable fluctuation from day to day on the seed market, and as crushers report little movement of oil there is no buying of consequence on the part of the trade. There is a tendency to quote lower prices for November-December delivery in November-December, and $1.40 to $1.42½ January-February. Another crusher states that the market is very undefined, but that, in his opinion, lower prices will rule than obtained for a great many months. The undertone is soft.

	Imp. Gal.	
Raw—		
1 to 4 barrels	1 35	1 36
Boiled—		
1 to 2 barrels	1 38	1 38½
3 to 4 barrels	1 34	1 36½
5 to 10 barrels	1 29	1 31½

NOTE—The market is really a nominal one at present and quotations are subject to frequent changes.

Substantial Decline Applies to Turpentine

Montreal.

TURPENTINE.—The situation as relating to turpentine is much easier. Three weeks ago Hardware and Metal forecast that there would be, within the month, a decline of price to around the $1.85 figure, or probably less, and the low basis of $1.85 has been reached this week. In point of fact it was some points less than this earlier in the week but has again firmed. The outlook is more favorable for the trade, the tendencies being easier. In the face of restricted buying by the trade there is every reason to anticipate a still lower basis, and $1.75 per gallon may be a ruling figure within the next week or two.

	Imp. Gal.	
Turpentine—		
Single barrels	1 85	2 00
Small lots	1 95	2 10

(Packages extra.)

Lead in Oil Is Still Unchanged

Montreal.

WHITE LEAD IN OIL.—There is no quotable change in this market on white lead in oil. Pig lead prices have been easing away for some time in U. S. points, while tonnage has been short in London part of the time. Altogether the trend seems more favorable to an easing of the undertone, and the price basis will, some believe, be readjusted downward in the not distant future. Meanwhile there is a seasonable demand. Action of definite nature as to immediate future prices will perhaps be taken by the paint interests of the United States within a short time, for this will quite naturally be one of the topics discussed at the forthcoming annual conventions to be held in New York next week.

Government standard lead prices are: 5-ton lots, per 100 lbs., $19.50; ton lots, $20, and smaller quantities, $20.35.

Reports from London indicate that there is a decidedly greater demand for lead than for any other metal. The market there is firm. While the electrical industry is absorbing large quantities of lead, manufacturers report demand poor. Once labor troubles are adjusted business there will improve for the finished products. Domestic stocks at London are low.

Putty Trade Active; the Basis Is Held

Montreal.

PUTTY.—Tendencies are steady and prices on putty quite unchanged. The demands are seasonably active, jobbers being asked for the product from many sources, and the weekly tonnage sold is heavy. The undertone is more favorable, naturally, and especially on pure linseed oil putty. On this, and possibly on the standard, an early revision downward will not come as a surprise.

Commercial Putty	5 tons	1 ton	Less than ton
Bulk Barrels, 800 lbs.	$6 50	$6 75	$7 10
Bulk Drums, 100 lbs.	7 50	7 75	8 10
Do., or tins, loose 25 lbs.	7 75	8 00	8 35
Bulk Tins, cased 25 lbs.	8 50	8 75	9 10
Bulk Drums or tins, loose 12½ lbs.	8 00	8 25	8 60
Bulk Tins, cased 12½ lbs.	8 75	9 00	9 35
Bladder Barrels, 400 lbs.	8 75	9 00	9 35
Do., Cases, 100 lbs.	9 00	9 25	9 60
Tins, 1 lb.	11 10	11 35	11 70

Standard Putty, 10c per 100 lbs. advance over above prices.

Pure Linseed Oil Putty, $2.50 per 100 lbs. advance over above prices.

Terms: 2% 15 days or net 60 days, f.o.b. Montreal or Ottawa.

Varnishes Are Firm; Shellacs Sell Well

Montreal.

VARNISHES, SHELLACS. — Prices are steady on varnishes and there has been no change in the quotable basis. The output is fairly heavy yet, and a great deal of interior finishing is indicated by the orders that are being received. Some gums and other materials are still ruling high, while the favorable prices now ruling on oil and turpentine will afford some relief to the manufacturer that should ultimately reflect on production costs. Shellacs are freer, but there has been no quotable change.

Prepared Paints Are Quiet; Bookings Good

Montreal.

PREPARED PAINTS, ETC.—For this season of the year manufacturers are very well satisfied with the number of forward orders received. The bookings have, in some instances, been greater than in any previous year, and the outlook of the retail trade, therefore, seems optimistic. Hardware and Metal under-

A Profitable and Seasonable Line For You to Display

RAMSAY'S Anti-Freeze

Every Motorist

will want to Protect his Radiator during the Winter.

Why not get his business with the "Right Anti-Freeze to make Winter motoring Right?"

Send us your orders and be ready.

A. RAMSAY & SON COMPANY

The All-Canadian Manufacturers of Paint and Varnish Since 1842

MONTREAL

TORONTO **WINNIPEG** **VANCOUVER**

Edmonton District:
Revillon Wholesale Limited
Edmonton

Nova Scotia:
James Simmonds, Limited
Halifax, N.S.

Calgary District:
The McDonald-Baker Co.
818 8th Ave. W., Calgary

If interested tear out this page and place with letters to be be answered.

stands that the buyer is purchasing his forward requirements on the understanding that, should there be a favorable change later, he will obtain the benefit, whatever this may be. Meanwhile there has been no move to alter, in any way, present prices, and the manufacturers state that revisions of any kind have not been taken into consideration. There is a feeling, in some quarters, that the trend of linseed oil, together with an easing and lowering market on lead should eventually have an effect on the market for manufactured products. At any rate, with declining oil and lower turpentine the situation as to price ought to improve in time. Manufacturers are, meanwhile, working on much high-priced material. This must be taken into consideration, it is pointed out, as well as maintained costs for labor and other important overhead costs.

Toronto

TORONTO, Nov. 11.—Little change is noted in the paint market this week. Linseed oil has declined to the extent of 15 cents per gallon since last week. Turpentine has had a smaller reduction, and looks like stiffening up a little. White lead and putty both hold firm without change. Shellacs are said to be easier and rosins unchanged. Glass is showing a little less demand and prices are remaining firm. Prepared paints and varnishes are being booked for next spring shipment and sales so far are reported to be satisfactory.

Turpentine Reduced Selling at $1.90

Toronto.

TURPENTINE.—Another decline of 5 cents per gallon in the price of turpentine is recorded this week. The price decline appears to be slowing up on this product, and reports from the South indicate that the producers are holding for higher prices. Even with that some jobbers expect to see a lower price before the bottom is reached. The decline in five months has been practically 50 per cent., as it was being quoted at $3.50 last June. Latest quotations are as follows:

Turpentine—	Per Imp. Gal.
1 barrel lots	1 90
2 to 4 barrel lots	1 89
5 gal. lots	2 05

Linseed Oil Down Fifteen Cents

Toronto.

LINSEED OIL.—Prices have dropped still further on linseed oil this week, and it is being quoted at $1.27 to $1.33. This is a reduction of 15 cents since last week. Flax seed is selling at $2.35 a bushel, and when it is recalled that nine months ago $5 was being asked for it, the decline in the price of oil is explained. The present demand is light and with a falling market buyers are ordering for actual requirements and for present delivery. Some look for even lower prices. Present quotations are the following:

	Raw	Boiled
1 to 2 barrels, gal.	1 30	1 33
3 to 5 barrels, gal.	1 29	1 32
6 to 9 barrels, gal.	1 27	1 30

Paints and Varnishes Hold Unchanged

Toronto.

PREPARED PAINTS AND VARNISHES.—Travellers are getting down to work again after attending conventions, and though it is a little early yet to judge results, bookings for spring business already to hand seem to augur well for future outlook. The possibility of a decline in prices is said not to deter buyers, and if manufacturers protect the retailer in this direction there is no doubt that bookings will be of a satisfactory character. Prices appear as if they will hold for the present, but there is an expectation that with a continued decline in the cost of materials it is only a question of time when costs will be lowered, but only a gradual recession is looked for.

Brush Prices Hold; Bristle Market Firm

Toronto.

BRUSHES.—Prices continue very firm on all lines of brushes. Some makes of whitewash brushes have been advanced about 20 per cent. in price recently. Supplies of bristles for paint and varnish brushes have to be contracted for about a year before they are required by the manufacturers, and conditions are such that no reduction of prices seems possible for next year's stocks. Supplies of bristles have been largely limited to China of late years, but Polish and Russian sources may become available again, and would relieve the shortage. The cost of the lumber used in brush making, it is pointed out, has been steadily advancing and has more than offset recent slight declines in other materials. Bookings for next spring are reported good, but present sales are limited to sorting up orders.

Glass Unchanged; Sales Are Lighter

Toronto.

GLASS.—No change is reported in the glass situation. Sales have been fair without being heavy, and one jobber remarked that lower quotations would not stimulate business at all. Dealers are buying for immediate requirements and no more. No alteration is reported in the American glass markets and the Belgian market is in an uncertain condition. Quotations are 25 per cent. off list, with 30 per cent. for quantities.

Shellacs Unchanged But Easier

Toronto.

SHELLACS.—There appears to be an easier tendency in shellacs, but no changes of prices have been made yet. The base gallon price is $6.80 for orange and $7.30 for white.

White Lead in Oil; Quotations Unchanged

Toronto.

WHITE LEAD IN OIL.—No changes in prices are recorded and it is unlikely that any alteration will now be made this year. The continued decline in the pig lead market will likely be felt on corroded lead before very long though. Quotations are as per market pages.

Putty Unchanged; Sales Seasonable

Toronto.

PUTTY.—Sales of this product have been seasonable and no changes in prices are noted. Quotations are the following:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	8 55
Do., 25-lb. irons	8 80
Do., bladders in bbls.	9 80
Do., less quantities	10 05
Pure, in 100-lb. drums	11 05
Do., 25-lb. irons	11 30
Do., bladders in bbls.	12 30
Do., less quantities	12 55

Canadian Hardware Exports to Africa for Six Months

Canada's imports from U.S. for twelve months ending September were $919,367,989, an increase of $200,000,000, and from all countries $1,352,767,940, against $888,139,956 last year. Exports to United States were $542,845,759, an increase of nearly $100,000,000, and total countries, $1,208,919,175 against $1,210,541,387.

MARTIN SENOUR ANNUAL CONVENTION

(Continued from page 66)

years roll on you will still further entrench yourself in our hearts.

Accompanying the address and the cup was a huge bouquet of large American Beauty roses for Mrs. Black, and this touched Mr. Black even more.

In his neat speech of acceptance, Mr. Black said that the past five years, during which time he has been manager, had been the happiest in his life, and concluded with the words: "The greatest asset a man can have in this world is the kind of friends I have in you," and "next to my wife and little family the men of this organization are nearest me, and this expression of yours will but spur me to greater effort on behalf of those who employ me."

The toast list of the evening was an extended one, among those being, "Our Salesmen," "Our Organization," "Our Guests," etc. The happy company parted at midnight joining hands and uniting in "Auld Lang Syne."

There's Profit for You in Enamels



Provided you sell the kind of enamels that repeats—the kind that brings customers back for more without any effort on your part. Sell GLIDDEN ENAMELS and you can be sure of serving that kind of satisfaction, too.

There are two kinds of Glidden Enamels—Superior White and Velvet White. Superior White is a very durable, glossy enamel and for all ordinary purposes it is the most practical enamel that can be used. For decorative work of the finer sort, Glidden Velvet White should be used. Velvet White dries to a dull velvety finish absolutely without rubbing. In four coats it does the work of seven ordinary coats.

The name Glidden on a can of Enamel is assurance of satisfaction. Send for our proposition to-day.

THE GLIDDEN COMPANY, Limited
Toronto, Ontario
***Branches at* Montreal and Winnipeg**



CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps			$ 7.00
22 Short		$10.00	10.70
22 S. Mush			11.50
22 Long		12 00	15 00
22 L. Mush.			16.00
22 L.D. do.			18.70
22 L. Rifle.		14 00	17 50
25 Short	$23 50		
32 Short	23 50		
32/30			70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.			42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/30			70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40			84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage			144.50
303 British			190 00
32/40			121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
35 Rem. Rim.			159 50
351 Self Ldg.			121 50
38/55			152 00
45/70-405	133 00		

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Bench—No. 1, doz.	$19 25
No. 2, doz.	22 00
No. 3, doz.	24 75
No. 4, doz.	26 95
No. 5, doz.	29 70
No. 6, doz.	33 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$2.85.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	13/16	$12.00
4/16	5.00	10/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
11/16	7.00	26/16	21.00
12/16	7.00	27/16	24.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/10	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:
Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz.	$14 00

BOARDS, SLEEVE—

No. 3 dozen	$7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	
Supreme Zinc	6 50
Western King (enamel)	9 50

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.
Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.
Machine Bolts, 7-16 in. dia. and larger, list plus 10%.
Sleigh Shoe Bolts, all sizes, list plus 10%.
Coach and Lag Screws, 15%.
Square Head Blank Bolts, list plus 10%.
Bolt Ends, list plus 10%.
Plow Bolts, 1, 2, 3 heads, net list.
Plow Bolts, others, list plus 20%.
Elevator Bolts, large heaad, list plus 10%.
Elevator Bolts, corrugated heads, 20%.
Fancy Head Bolts, list plus 10%.
Shaft Bolts ($3 list), list plus 10%.
Step Bolts, large head ($3 list), list plus 10%.
Whiffletree Bolts, list plus 10%.
Nuts, 2 in., and smaller, square Blank, add to list $2.25.
Nuts, 2 in. and smaller, square Tapped, add to list $2.75.
Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.
Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.
Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets, 24 gauge and heavier, base	0 34
Rods, base ½ to 1 in., round	0 29
Tubing, seamless, base	0 39

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS

Wrought Steel:—
No. 840 ..... add 20%
No. 800 ..... add 25%
No. 838 ..... add 7½%
No. 808 ..... add 10%
No. 804 ..... add 5%
Nos. 802, 842, 844 ..... add 25%
Uo. 810 ..... add 55%
No. 814 ..... add 60%
F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement prices withdrawn. See market reports.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.
Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.
Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12.25 to $13.50; No. 1, $12.25 to $13.50; No. 2, $13.35 to $15; No. 3, $14.35 to $16.50; No. 4, $16.40 to $19.50; No. 5, $19.50 to $22.
List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.
Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.
Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each	1 60
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	18 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 50
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set	$0 93
No. 8, per doz.	11 25

CLOTHES LINE REELS

	Doz. net
No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$24 00	$
¼ in.	21 70	
5-16 in.	18 20	19 40
⅜ in.	13 85	16.55
7-16 in.	13 50	16 15
½ in.	13 15	15 75
⅝ in.	12 60	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$22 30	
3-16 in.	18 65	24 45
¼ in.	17 25	22 55
5-16 in.	14 85	18 80
⅜ in.	12 20	
7-16 in.	11 85	
½ in.	11 50	
⅝ in.	11 05	
¾ in.	10 80	

F.o.b. Montreal, Toronto.

Cow ties, plus 40%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.50 doz. net; breast chains, No. 220, ... dozen pairs.
F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in.	0 42	0 32
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 40
Plain Tinned, 16 oz. and heavier, lb.	0 48	
Polished and Tinned, 16 oz. and heavier, lb.	0 52	0 50
Tubing, lb	0 50	0 42

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 88
No. 7, lb.	0 87
Nos. 8, 9, 10, 12	0 86

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz. .....
2 ft. 10 in., doz. .....
3 ft. x 7, doz. .....
Prices withdrawn

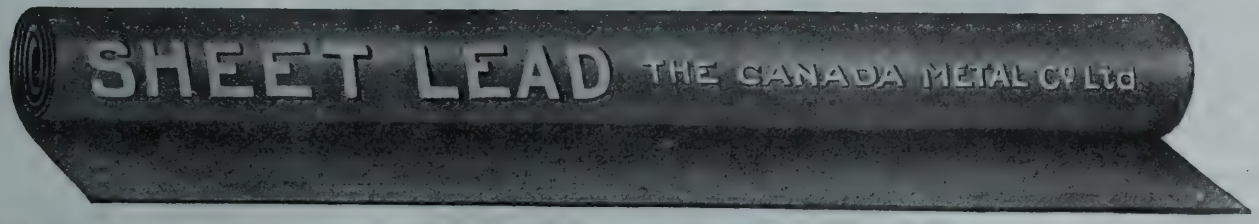
DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

SHEET LEAD

EIGHT WIDE OR LESS. ANY LENGTH. ANY WEIGHT. PROMPT SHIPMENT



LEAD PIPE



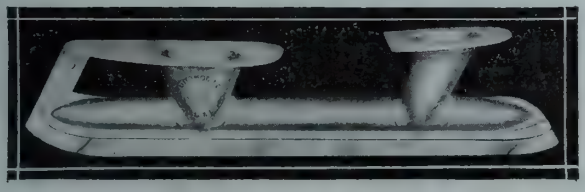


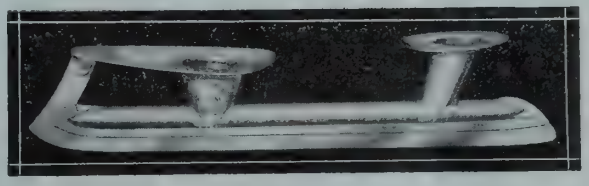
LEAD PIPE UP TO TWELVE INCHES IN DIAMETER

BABBITT, SOLDER, INGOT METALS

THE CANADA METAL CO., Limited

TORONTO, HAMILTON, MONTREAL, WINNIPEG, VANCOUVER





TUBE SKATES BY A NEW PROCESS

HITHERTO, there has always been a "weakness" to tube skates, because the cups have been soldered to the barrel. Therefore, tube skates were no stronger than the solder that held them together.

This weakness and danger has been eliminated in the new Automobile Tube Skates. In addition to being soldered together, the cups are "spot-welded" to the barrel. The result is practically one-piece of steel, fully capable of withstanding the shocks and strains of hockey playing.

This "spot welding" feature of Automobile Tubes is a strong selling point that all hockey players and all users of tube skates will appreciate. It puts Automobile Tubes in a class by themselves.

C.C.M. heat treatment gives glass-hard running edge combined with a tough core which makes blades practically unbreakable. Heavily nickel-plated over copper to prevent rust.

Automobile SKATES

Made in Canada by
Canada Cycle & Motor Co.
Limited
WESTON
Montreal, Toronto,
Winnipeg, Vancouver

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
1/32	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	3/8	$ 8.50
1/8	3.00	7/16	10 50
5/32	3 50	1/2	13 00
3/16	4.00	9/16	15 50
7/32	4 50	5/8	18 00
1/4	6 00	11/16	21 00
9/32	6 00	3/4	24 00
5/16	7 00	7/8	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straight Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50
Nov. 1, 1899.	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, plus 10%; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 75	0 85
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES

	Per 100 lbs.
Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$10 80
No. 33	11 40
No. 2½	11 15
No. 3	11 70

F.o.b. Toronto.

HALTERS, LEATHER

	Doz.
Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 40
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE

	Doz.
Sisal, 7-16 in.	$25 00
Do., 9-16 in.	38 00
Jute, 7-16 in.	25 00
Do., 9-16 in.	38 00

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$19 25
Under 5 lbs.	24 00
Masons, 5 lbs. and over, per cwt.	22 00
Masons, 5 lbs. and under	27 00

Napping, up to 2 lbs.

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount, 22% to 27%.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	18 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light.	Net Prices	
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-3	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$21 00
Corrugated, ⅝ in., 100 ft.	24 00
Corrugated, ¾ in.	28 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	2 10
Common, plain, 3, 4 and 5 lbs.	15.60
Common, plated, 4-5 lbs.	17.50
Common plated, 6 lbs. and up	....
Plain, 6 lbs. up	12.40

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30

Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.	
20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$15 00
Do., Japd.	15 00
Long Globe, plain	15 00
Do., Japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long	
1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 50

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$2 70
Steel Thumb, No. 3	3 50
Steel Thumb No. 4	5 25
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 80
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	9 70

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14.25
Pick, doz.	14.25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

	Doz. Net
Liquid Veneer	$16 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	6 30
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 35
Crank wringing	3 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1½ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London: Hamilton, Milton, $6.25 base; Toronto, $6.40.

F.o.b. Montreal, $6.40 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.90; London, $7.50 base; Toronto, $7.35.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per 100 lbs., $12. F.o.b. Montreal, Toronto, Hamilton.

Profits

GOOD WILL and BIGGER BUSINESS

Simms Set in Rubber Paint and Varnish Brushes are valuable business builders for the hardware merchant. They earn big profits for the dealer, and gain for him the good will of all buyers of brushes—because SIMMS brushes give full value in quality and length of service.

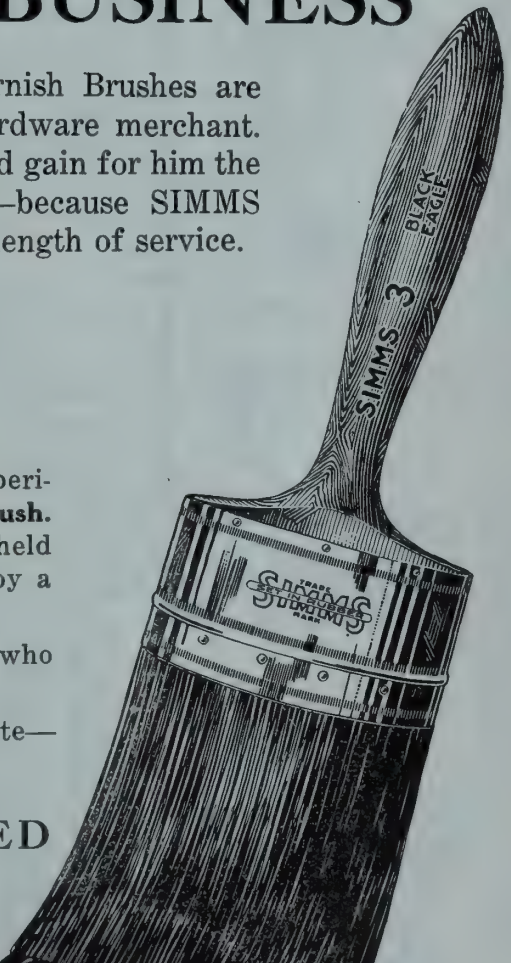
TRADE SIMMS SET IN RUBBER MARK

PAINT and VARNISH BRUSHES

are conscientiously made, by experts of long experience, who know what constitutes **the perfect brush.** The bristles are the best, and are permanently held in an indestructible rubber setting, reinforced by a steel ferrule.

The SIMMS brush makes a decided hit with all who use it, and brings them back for more.

Don't disappoint them—keep your stock complete—order sorts from our nearest branch.



T. S. SIMMS & CO., LIMITED

Makers of Better Brushes for 55 Years

ST. JOHN, N.B.

Branches: Montreal Toronto London

"Save the surface and you save all"—Paint & Varnish

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$1 05
2063	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	21 00
U.S. Navy	22 00
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal.	0 29½
Palacine, gal.	0 32½
Gasoline, net, gal.	0 42

Above prices net.

	Gallon
Black oil (summer)	0 28.6
Black oil (winter)	0 29.1
Imperial Kerosene, tractor	1 50
Capital, cylinder	0 98.1
Machine oil, regular grades	0 61.6
Imperial gas engine oil	0 62.6
Paraffine	0 42.6

List, less 15% on above.

Polarine Oil, list	1 50
Polarine Oil, heavy, list..	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel oil, bbls., net	0 19
Fuel oil, tank cars, net...	0 17

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 85	1 85
Do., No. 2, Anchor	1 50	1 50
Dry Fibre No. 2, Elephant		1 50
Tarred Fibre, No. 1 Anchor	1 95	1 95
Do., No. 2, Anchor	1 70	1 70
Elephant Brand, tarred, No. 2		1 70
Surprise Fibre	1 55	1 55
Stag Sheathing	1 55	1 55
Cyclone, dry	1 85	1 85
Cyclone (tarred)	1 95	1 95
Joliette Sheathing	1 50	1 50
Do., tarred	1 70	1 70
	Per 100 lbs.	
Monarch Sheathing, white	10	50
Do., gray	9	75
Straw Sheathing, heavy, dry	8	05
Spruce Sheathing, 36" and 72" wide	11	75
Asbestos Sheathing	13	50
Carpet Felt	9	00
Tarred Felt, 7, 10 and 16 oz.	6	05

F.o.b. Toronto and Montreal.

PASTE	
Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	13 00
6 to 7 lbs., doz.	13 50	14 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	$2 10
4 gross (cartons), 4-in.	2 10
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 31	7 41	5 91	8 01
⅜ in..	5 31	7 41	5 91	8 01
½ in..	7 10	8 63	7 95	9 48
¾ in..	8 80	10 87	9 95	12 02
1 in..	13 01	16 07	14 71	17 77
1¼ in..	17 60	21 74	19 90	24 04
1½ in..	21 04	25 99	23 79	28 74
2 in..	28 31	34 97	32 01	38 67
2½ in..	44 75	55 28	.....	.....
3 in..	58 52	72 29	.....	.....
3½ in..	74 06	90 62	.....	.....
4 in..	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$32 01	$38 67	$35 71	$42 37
2½ in..	48 26	58 79	54 11	64 64
3 in..	63 11	76 88	70 76	84 53
3½ in..	75 90	92 46	85 10	101 66
4 in..	89 93	109 55	100 83	120 45
4½ in..	1 05	1 29	1 30	1 54
5 in..	1 22	1 50	1 52	1 80
6 in..	1 58	1 95	1 97	2 33
7 in..	2 06	2 53	2 53	3 01
8L in..	2 16	2 66	2 66	3 16
8 in..	2 49	3 07	3 07	3 64
9 in..	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in..	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

Add 25% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in. ..... Net

Medium and extra heavy pipe, 2, 3, 5 and 6 ..... Plus 10%

Medium and extra heavy fittings, 2 to 6 inch 20%

8 inch pipe and fittings... Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN	
King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA	Montreal	Toronto
Prices nominal, Montreal, Toronto		
Do., 60 sheets	13 25	....
Ordinary, 52 sheets	$13 00	....

PLATES, COKE, TIN	Tor. Per box	Mont. Per box
IC, 20x28 112 sheets.	....	27 00
IX, 20x28 112 sheets.	....	30 00
IXX, 20x28 112 sheets.	....	33 00
IXXX, 20x28 56 sheets.	....	18 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE	
IC, 20x28, 112 sheets	$24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00
Net. Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40
No.		Each
70		$6 75
80		6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½% off list on 200-lb kegs.

Extras, add 1c to list on 100-lb kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, add 15%; burrs, add 50%.

Extras on Copper Rivets, ½-lb pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras. 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10

	Mont.	Toronto
Everlastic, 1 ply	$2 30	$2 30
Everlastic, 2 ply	2 85	2 85
Everlastic, 3 ply	3 35	3 35
Panamoid, 1 ply	2 20	2 15
Panamoid, 2 ply	2 70	2 65
Panamoid, 3 ply	3 20	3 10
Red Star, 2 ply	2 33	2 38
Red Star, 3 ply	2 75	2 80
Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.		0 60
In ½ bbls., per gal.		0 65
In 5s and 10s		0 70
1 gal. cans, per doz.		9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE	
Pure Manila basis	0 33½
Beaver Manila basis	0 26
New Zealand hemp basis	0 26
Sisal basis	0 21½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 21½
Double lath yarn	0 22
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	0 73
Do., 5-32 in.	0 71
Do., 3-16 in.	0 65
Do., ¼ in. and up	0 63

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85
	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	3 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 60

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

G R

MINISTRY OF MUNITIONS





THE DISPOSAL BOARD HAVE

STOCKS

LYING IN THE UNITED KINGDOM

and

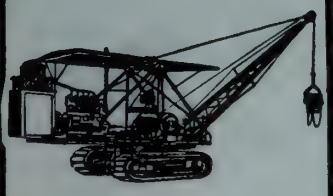
AVAILABLE FOR EXPORT

of

ENGINEERING STORES













Ferrous and Non-Ferrous Metals

Plant and Machinery

Steam Engines and Boilers

Factory Stores

Machine Tools

Railway Material

Contractors' Stores

Electrical Instruments and Machinery

Medical Stores

Chemical and Explosives

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Aircraft

Furniture

Textiles and Clothing

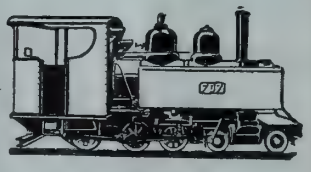
Boots and Leather Equipment

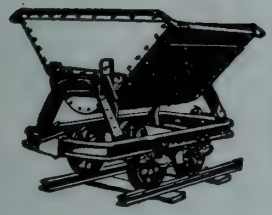
Motor Boats, etc., etc.

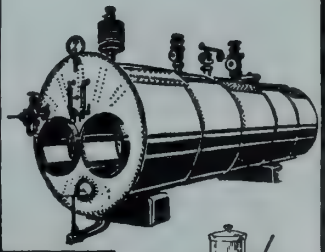








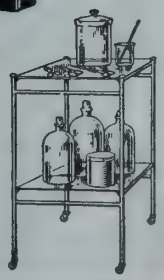






Buyers should instruct their representatives in the United Kingdom to communicate with the Secretary, Disposal Board, Ministry of Munitions, Caxton House, Tothill Street, London, S.W.1.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



If interested tear out this page and place with letters to be answered.

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.
Cast Steel $20 00
Golden Clipper 20 95
Little Giant 22 00
Bush 20 50

SNATHS Doz.
00 Patent $18 10
1 loop 17 40
2 loops 16 65
3 loops 15 20
Bush 18 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge ...	$13 50	$13 00
26 gauge ...	13 25	12 95
24 gauge ...	12 65	12 35
22 gauge ...	12 30	11 90
20 gauge ...	.....	11 75
18 and 20 ga.	11 60	.....

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $52 00
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)
Bright $6 65
Galvd. 7 65

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner.. $25 50
Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven
No. 70, each, net..... 5 00
Detroit Glass Front Oven,
No. 85, each, net ....
Hot Blast .....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each $9 50
No. 530, each 10 50
No. 630, each 13 50
Discount 30% off list.
Hot Blast .....Plus 10%
30% discount of No. 525, No. 530, No 630 only.

STRETCHERS, CURTAIN—
Star, No. 1, doz..... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 ..... 20 00
Sun, No. 2 ..... 22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b.....$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings..... 47 00
Grand, jap., cyco b.b..... 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings..... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 66 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario.....$10 00

TACKS Discount
Wire Tacks .....60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.60 and 15%
Double-pointed tacks 65-10%
Shoe findings .....Net list
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 50
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 84
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades...	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.....	$6 90	15 in.....	$12 50
10 in.....	7 70	18 in.....	16 00
12 in.....	9 10		

add 25% to list.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 ..... 3 50
Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 ..... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 62
Cones, 3-ply, lb. 0 57
Do., 4-ply, lb. 0 66

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 30%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2..... 23%
Bath Cocks—Compression ... 25%
Flatway stop and waste cocks, Standard 25%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, stand. add 10%
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard .....add 5%
Gate or Straightway ..... Net
Jenkins Gate Valve 10%
Standard Gate .....list plus 5%
Jenkins Globe .....list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves
Gate Valves 5/2½%
Regrinding Valves .....Plus 5%
Swing Check Valves .....Plus 7½%
Compodisk Valves ..... Net

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 25%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 60%
Copper Tea and Coffee Pots, list, plus 60%
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%. f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs..	$5 10	$6 00	$7 00
Section, ½ lb., per 100 lbs..	5 50	6 60	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	5 40	6 00

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz..... 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0-8.....	Base
No. 9.....	0 10
No. 10.....	0 15
No. 11.....	0 28
No. 12.....	0 30
No. 13.....	0 50
No. 14.....	0 60
No. 15.....	0 85
No. 16.....	1 30
Annealing, extra	0 25
Coppering, extra	0 75-0 90
Bright base	6 00
Annealed base	6 25

Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 30c.

Stovepipe Wire
No. 18 ..... $10 00
No. 19 ..... 10 50
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 25% Canadian pattern; 20% on genuine.

WRINGERS, CLOTHES
Domestic, No. 531E $127 00
Dom. Bench, No. 541EB.... 174 00
Favorite, No. 511E 117 00
Favorite, No. 512 ..... 124 00
Royal Canadian, No. 151... 102 00
Favorite, No. 514 ..... 145 00
Ottawa, No. 331E 115 00
Ottawa Branch, No. 341EB. 162 00
Challenge, No. 311E 105 00
Warranty 127 00
Bicycle 115 00
Eze 110 00
Rapid 100 00
Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London.
Stove Pipe Thimbles. 40%

TONCAN METAL

—Better Sheet Metal

SHEET METAL has so many advantages in connection with building construction that it is indispensable. The weakness has been that sheet metal did not last. However, there is a sheet metal which does last because it resists rust—Toncan Metal.

Toncan Metal is unsurpassed by any sheet metal made from iron ore and even when exposed to most trying conditions will last for years and be in perfect condition long after ordinary sheet metal has gone to pieces.

Galvanized, Fabricated and Stocked in Canada

Architects, engineers, sheet metal dealers appreciate the fact that Toncan Metal is galvanized and stocked in Canada both in sheets and in fabricated forms such as Eavestrough, Conductor Pipe, Roofing, Siding, Shingles, Ventilators, Metal Lath, Rib Fabric and Reinforcing Plates. Further information furnished on request.

Galvanized in Canada and sold in flat sheets only by

Dominion Sheet Metal Corporation, Ltd.
Hamilton, Ont.

Fabricated in Canada and formed products sold by

THE PEDLAR PEOPLE, LTD.
Executive Office and Factories, Oshawa, Ont.

Branches: **Montreal, Quebec, Ottawa, Toronto, Winnipeg, Vancouver.**

The Stark Rolling Mill Co., Canton, O., Sole Makers of Toncan Metal

If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	..-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	..-30
Golden ocre, 100-lb. kegs	..-09
White ochre, 100-lb. keg	..-06
Do., barrels	..-05
Yellow ochre, barrels	04-05½
French ochre, barrels	..-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	6 75
Invincible	7 50
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	..-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	68 65
101 to 105	....	65 85
106 to 110	....	73 10

Discount box glass: Toronto, 25%; London, 25%; Montreal, 20 to 20/5%
Cut size sheet glass, 40/10% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, 12½c ½-lb. pkge. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 40c. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$20 00	$20 45
Champion Pure	20 00	20 45
Crown Diamond, pure	20 00	20 45
Green Seal	20 00	20 45
Ramsay's Pure	20 00	20 45
Moore's Pure	20 00	20 45
Tiger, Pure	20 00	20 45
O.P.W. Dec. Pure	20 00	20 45
Red Seal	20 00	20 45
O.P.W. English	20 00	20 70
Elephant Genuine	20 50	20 95

B. B. Genuine Lead, less than tons, Montreal, $23; Toronto, $23.50.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	....
10s	0 35	....
5s	0 36	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal 4.50- 7.00
F.o.b. Montreal, Toronto

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 00
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	10 75	10 75
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal.	0 75	0 75
1s (case 12 gals.)	9 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Halif-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN (100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$10 00
Less, per lb.	0 13

SHELLAC

	Pure white	Pure orange
Per bbl.	$7 75	7 00
Gal. jugs	7 30	6 80

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$2 30
O.P.W.	1 60
Anchor	1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 28
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 00
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 66
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 82
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	4 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20
C. D. Wall Coating, white		9 60
Do., colors		9 60

WASTE

Cream, Polishing	$0 26

WHITE

XXX	0 21½	XXX	0 23
XX	0 19½	XX, grad	0 21½
X	0 18½	XLCR	0 20
XC	0 17½	X Empire	0 18½
		X Press.	0 16½

COLORED

No. 8	0 11	Fancy	0 18
No. 1	0 15	Lion	0 16
No. 7	0 14	Standard	0 14
No. 1A	0 13	Popular	0 12
No. 1B	0 12	Keen	0 10

Above lines subject to trade discount for quality.

WAX

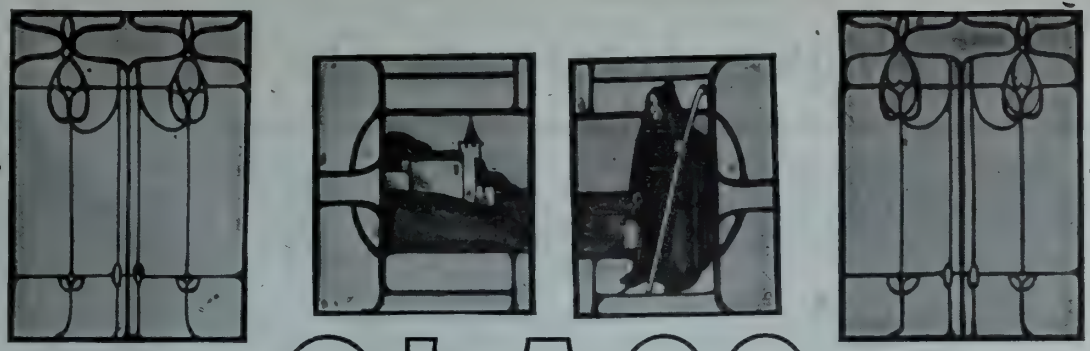
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING
Gilders, bolted, in bbls. 3 25
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	$4 50
Methylated Spirits	2 00

F.o.b. Montreal, Toronto, London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

6-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS — WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

CATALOGUES AND PRICE LISTS FREE ON APPLICATION — WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

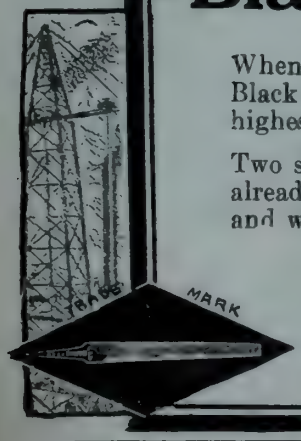
Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.



If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.

Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.

Farriers Clip Horn, 30c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin .....40% on list

Gilmour .....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Bar Iron—Round and square, ½-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3-16 in, $8.80; ¼ in., $7.95; 5-16 in., $7.75. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double" list is just twice the

BOARD, BEAVER

	Per M ft.
1,000 ft. lots	$54 00
5,000 ft. lots	55 00

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	5 50
20 oz.	7 00

CHAIN

Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.

B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.

Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power—No. 0, $14.03; No. 1, $14.03; No. 2, $15.30; No. 3, $16.58; No. 4, $21.68.

Hand—No. 0, $11.48; No. 1, $11.48; No. 2, $12.75; No. 3, $14.03; No. 4, $16.58.

CLEVISES, MALL. 18½c per lb.

CLIPPERS, HORSE

	Each
Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE

	Doz.
50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ..... $0 96 lb.

DRILLS

See Eastern list.

Bit stock discount 40%

Blacksmiths' ½ inch shank...25%

Straight shank 25%

Do., wire 25%

Taper shank 25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.88; 10 in., $8.55; 12 in., $9.90; 15 in., $13.95.

Conductor pipe, 2 in., per 100 ft., $9.45; 3 in., $11.48; 4 in., $15.63; 5 in., $20.35.

ENAMELWARE

See Wares.

FILES

Globe .....Discount 50%

Nicholson Gen.....Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS

	Each
Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN

	Doz
Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 8	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS— Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	**Doz.**
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.

Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.

Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $9.60; No. 2 and larger, $9.35; snowshoes, No. 0 to No. 1, $9.85; No. 2 and larger, $9.70; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

HOSE, GARDEN

	3-ply	Per 100 ft. Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleu Premier de L.
10¾ oz. or 28 Eng.	$13 80
28 Am. or 26 Eng.	13 45
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 6 and over, 16½c per lb; 4 and 5 lbs., 21c per lb.

Mrs. Potts' No. 55, set..... $2 90

Mrs. Potts' No. 50, set..... 3 05

Mrs. Potts' common sad iron handles, $2.78 dozen. Mrs. Potts' improved, $3.75 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS

Cold Blast	
No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 70
Barn Door	
5	3 20
8	3 65
9	5 25

LEAD PIPE, $15.66

LEAD WASTE, $16.11.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.60.

LINSEED OIL

See weekly report.

MACHINES—WASHING

Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS

Pick, $15.25; cutter, $15.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 75
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in
Woodyatt	$ 12 00	$12 75	
Empress	14 25	15 00	
Daisy	8 75	9 50	
Star	7 40	7 85	
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.65 base; Winnipeg, $7.85. Cut, f.o.b. Winnipeg, $8.15.

NAILS, HORSE

	Capewell	New Peerless
4	.....	$7 75
5	$5.50	5 75
6	5 75	5 50
7	5 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in.	$6 60
30 in.	8 90
36 in.	10 50

Stephens'

REGISTERED TRADE MARK



Celebrated Wa-Ko-Ver Stain

Wa-Ko-Ver beautifies all woodwork and literally wears like iron. Wherever there are worn floors and scratched woodwork you can safely recommend Wa-Ko-Ver Stain to restore its freshness. This reliable, trustworthy stain has long since won the confidence of consumers. It gives full value in service and creates consumer-satisfaction in the goods and confidence in the store that sells it.

This established reputation makes Wa-Ko-Ver Stain a pleasure to sell. A good display in your windows or on your counter reminds the housewife and keeps it moving.

If You're Not Handling This Line Write Us

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS
Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED
(1 gallon can basis)

	per gal
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 85
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15
Ramsay's White	5 55
Do., colors	5 30
Dultone, White	4 25
Do., colors	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 60
Sunrise	1 45
Anchor, tarred	1 75
O.K., tarred	1 75
Tarred Felt	6 75

PICKS, CLAY
5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT
Buttweld,

Per 100 ft. Blk.	Blk.	Steel Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 10
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl. $6 00

PLATES, CANADA
18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $13.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 35
No. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON
No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS
Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS
Iron rivets, 20%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE
British Manila or African Hemp—9-16 in., ¼ in. and 5-16 in., 30¾c; ⅜ in., 30¼c; 7-16 in., ½ and 9-16 in., 29¾c; ⅝ in., 29¼c; ¾ in. and larger, 28¾c.
Pure Manila—¼ in. and 5-16 in., 38¾c; ⅜ in., 38¼c; 7-16 in. & ½ in., 37¾c; ⅝ in., 37¼c; ¾ in. and larger, 36¾c.
Sisal—¼ & 5-16 in., 26¼c; ⅜ in., 25¾c; 7-16 in., ½ in. & 9-16 in., 25¼c; ⅝ in., 24¾c; ¾ in. and larger, 24¼c.
Lath yarn, 24¼c.
Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.
Set Screws, 15%.

SCYTHES—	Doz.
Bramble	$
Bush	20 50
Excelsior	
Cast	20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET
See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT
Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, round head, $6.25 flat, Fort William, $7.60 Winnipeg; galvanized staples, $6.90 Fort William, ... Winnipeg.

STEEL
Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅝ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 65% list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H. & N.	Jump
No. 0	$2 40	$	$
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE
See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 78
Cotton, 3-ply, balls	0 80
Cotton, 4-ply, cones	0 84
Cotton, 4-ply, balls	0 88

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—
Scotch Grey Graniteware.
Colonial Imperial, Pearl, list plus 2½% advance.
Premier, Canada, Diamond, plus 40%
Whitewear, 22½% off.
Japanned Ware, list, plus 45%
Japanned Ware, white, list plus 57½%
Japanned Sprinklers, list plus 45%.
Stamped Ware, plain, 20-10-2½% discount.
Stamped Ware, retinned, 15-5-5%
Pieced Tinware, ordinary, list plus 90%
Pieced Tinware, copper bottoms, list plus 105%
Sheetiron Ware, list plus 72½%.
Light Galvanized Pails, plus 72½%
Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$22 50	$23 00
¼ in.	19 80	20 30
5/16 in.	18 60	19 10
⅜ in.	17 25	17 75
7/16 in.	16 20	16 70
½ in.	15 60	16 10
9/16 in.	15 45	15 95
⅝ in.	15 30	15 80
¾ in.	15 15	15 65
⅞ in.	15 00	15 50
1 in.	15 00	15 50
1⅛ in.	15 00	15 50
1¼ in.	15 30	15 80
1⅜ in.	15 30	15 80

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB
Lyman, 4-point, $6.35 Winnipeg; Glidden Cattle, 2-pt., $6.15 Winnipeg; Baker, 2-pt., $6.05 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.
Patented screen in 100-ft. rolls $3.56 per 100 sq. ft.; in 50-foot rolls, $3.50 per 100 sq. ft.

WIRE — PLAIN
Bale ties, 14-gauge, single loop, $8.65 Winnipeg, $8.00 Fort William.
Brass snare wire, per lb., 90c.

WIRE — ANNEALED
No. 9, $7.70; No. 10, $7.75; No. 12, $7.90; No. 14, $8.20; No. 15, $8.45; No. 16, $8.90 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	
12 inch	
15 inch	
18 inch	

WRENCHES—PIPE	Trimo Each	Stillson Each
6 inch		1 60
8 inch		1 80
10 inch	1 81	2 00
14 inch	2 50	2 80
18 inch	3 63	4 00
24 inch	5 25	5 80
36 inch		10 80

	— Dozen— Black	N. P
Always Ready		
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES	Doz
Universal	$49 50
New Eze	82 50
Regent	75 00

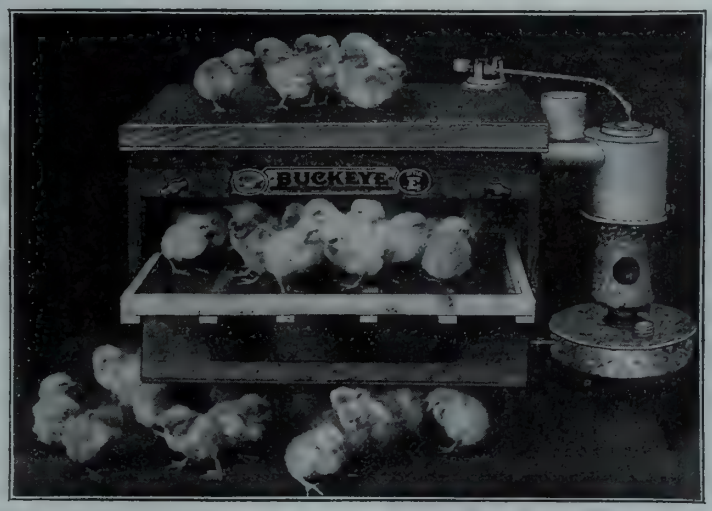
The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Buckeye Incubator and Fittings

Let us put a Buckeye in Your Store to



Demonstrate and Boost Your Trade

There Are Sales Here For You

The modern poultry farmer, both professional and amateur, knows the value of up-to-date equipment to facilitate successful breeding.

Whether his outfit consists of one incubator and one brooder or a dozen machines and brooders he must have new fittings, such as new lamps, egg trays, etc., which you can supply. Make friends of the poultrymen in your town, show them the advantage of more than one machine,—of having two broods off in three weeks instead of six. All progressive breeders know the merits of Buckeye Incubators and Fittings, and a practical demonstration will close your sale easily and quickly.

Many farmers will be preparing now to have their first brood off by January. Display Buckeye Incubators and Fittings in your window and where your customers will see them. Drop a casual remark about their flocks or their plans for 1921 breeding, and you will be surprised at the additional sales and profits you can make.

Buckeye Incubators are successfully used at Canadian institutions like MacDonald College, Ontario Agricultural College and by many Canadian poultry farms.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines
Harness Oil **Neatsfoot Oil**

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

North Star Oil & Refining Company LIMITED

WILLIAM PENN MOTOR OIL

"High as the Stars in Quality"



Red Star Gasoline

★

Family Safety Coal Oil

Head Office
WINNIPEG
Branches throughout the West



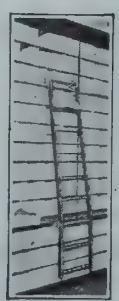
Opening the Strap

O-Rib-O Adjustable Taper Stove Pipe

This handy patent permits adjustment to fit any stove collar with a smoke-tight joint. No large assortment of taper pipes is necessary, which allows the merchant to economize storage space. It is a quick seller, built for service.

O-Rib-O Manufacturing Co.
Winnipeg, Manitoba

MILBRADT LADDERS



are made in many styles and to fit all kinds of Shelving. They are made to order.

Write to J. H. Ashdown Hardware Co., Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 E. 13th Street
ST. PAUL, MINN, U.S.A.

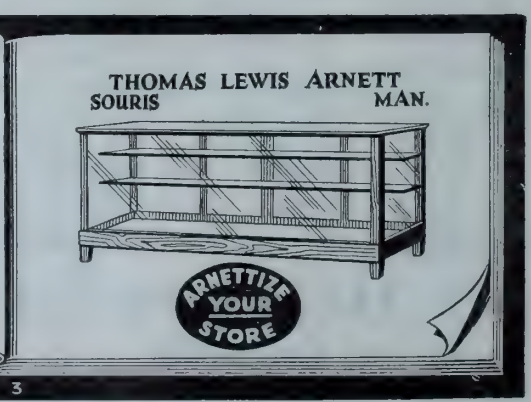
Arnett Silent Salesmen

are built to accommodate effective displays.

Walk into an Arnettized Store and see how your attention is attracted by the appearance of the Silent Salesman. Let our experts arrange your store for more sales.

Our illustrated catalog will show you the range of styles.

Thomas L. Arnett
Souris, Man.



"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
Winnipeg, Man.

KINREAD'S KANT-BREAK HALTER

"The Line of Progress"
R. R. Kinread
72 - 74 Princess St. Winnipeg

If interested tear out this page and place with letters to be answered.



"DULUTH"
Sectional Hardware Store Equipment

Will Increase Your Sales and Cut Costs

Properly displayed goods makes selling easy. It saves the time of your clerks, reduces your expenses and increases your sales with minimum expenditure.

You are increasing your costs and cutting sales by the old-time style of fixtures. Equip your store with Duluth Furnishings and do away with lost business.

"Duluth" Sectional Hardware Store Equipment is not expensive and the initial outlay is soon paid for through the additional business it attract to your store.

You should take advantage of our Free Store Planning Service. Write for our new booklet, "Increasing Sales and Cutting Costs."

Makers of "Duluth" Sectional Hardware Store Furniture

Ask for Complete Catalogue No. 10.

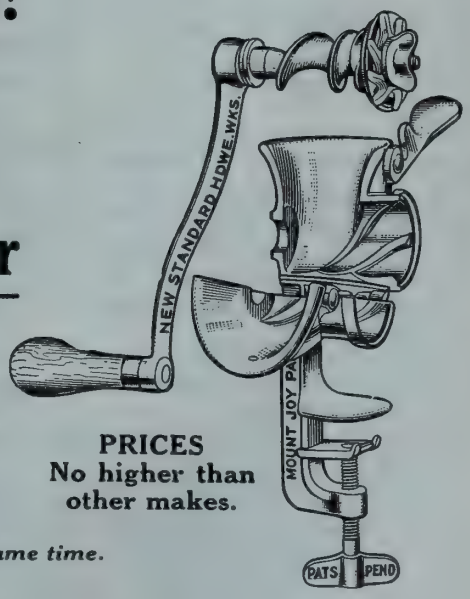
Duluth Show Case Company, Duluth, Minnesota, U.S.A.

"CLICK"-and it's clean!

Here's a Food Chopper at last without a fault—one that almost cleans itself. As easy to wash as a saucer, because **"it opens like a book."** No cracks or corners where food can lodge. The

New Standard Food Chopper

has many superior features. It is in a class by itself for refinement of design, quality of workmanship and finish. The **easy-cleaning feature, alone, sells it on sight,** will increase your sales and bring you more satisfied customers. Investigate for yourself.



PRICES
No higher than other makes.

Send your order through your jobber—notify us at the same time.

"Ask the housekeeper who uses one."

NEW STANDARD HARDWARE WORKS
MOUNT JOY, PENNA., U.S.A.

Western Coast Representative:	*Central Western Canada:*	*Eastern Central Canada:*	*Eastern Canada:*
Triangle Co. Vancouver, B.C.	Rodearmal-Davis Co. Minneapolis, Minn.	L. G. Beebe Toronto, Ont.	Richardson-Bureau Montreal, Can.

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THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

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Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Castings
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The Fraser Co., Agents B.S.A., Montreal, Que.
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Chicago Flexible Shaft Co., Chicago, Ill.
Northern Electric Co, Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
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The Adamson Mfg. Co., Hamilton, Ont.
Ames, Holden McCready, Limited, Montreal.
Auto Specialties Co., Fort Erie, Ont.
Benjamin Electric Co., Toronto
Boston Varnish Co., Everett Station, Boston, Mass
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Canadian National Carbon Co., Toronto.
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The Concrete Bumper Co., Windsor, Ont.
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
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Millers Falls Company, Millers Falls, Mass.

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Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Lindgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co. Ltd., Toronto
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Boring Bars
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Renaud Motor Supply Co., Ltd., The, Montreal

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
United Brassfounders & Engineers, Ltd., Manchester, England.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

Barrett Roofings, Cements Industrial Paints etc.

THE name "Barrett" on a product helps to build up your reputation for honest merchandise at fair prices.

The goods here described are made by Canada's oldest and largest manufacturers of roofings and industrial specialties and are endorsed by thousands of satisfied users in all parts of the Dominion.

Everjet Elastic Carbon Paint

A LUSTROUS black carbon paint for use on all metal or wood surfaces exposed to acids, gases, steam vapors, and severe weather conditions. Widely and satisfactorily used on boilers, smokestacks, machinery, piping, metal roofs, farm implements, etc.

Metal doesn't wear out—it *rusts* out. And Everjet Elastic Carbon Paint prevents rust.

It is economical and easy to apply; will not rub, peel or scale, and forms a smooth, durable coating unbroken by pinholes and blebs.



Introduced less than ten years ago, Everjet Elastic Paint is already the most popular industrial paint on the Canadian market and is used extensively by railroads and big manufacturing concerns.



Put up in barrels (about 40 gallons), ½ barrels (about 20 gallons), 5 and 10 gallon cans, and 1-gallon lithographed cans (12 cans in a case).

Elastigum Plastic Patching Cement

THE plastic cement of 1000 uses—tough, elastic, adhesive, waterproof. Easy to apply and sticks obstinately to both wet and dry surfaces.

Unequalled for patching holes and leaks in roofs of all kinds and for repairing flashings, relining gutters, stuffing cornices, lining cisterns, etc.

Elastigum is a popular repair material for which dealers will find a tremendous demand this year.



In 1-lb. tins (24 to the case), 5-lb. packages (12 to the case), 25-lb. packages, ½ barrels (about 300 lbs.) and barrels (about 600 lbs.)

Everlastic Liquid Roofing Cement



FOR resurfacing old and worn-out "Rubber" and Tarred-Felt Roofings, here's a winner!

Comes ready for use, is easy to apply and forms a smooth, tough, durable surface which stubbornly resists moisture, acids, alkalies and fumes. Adds years of service to a worn-out roof at small expense.

The scarcity and high price of ready roofings means an unusual demand for roof-repair material this year.

MONTREAL
WINNIPEG
TORONTO
VANCOUVER

The Barrett Company
LIMITED

ST. JOHN, N.B.
HALIFAX, N.S.
SYDNEY, N.S.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Brooms
Meakins and Sons, Limited, Hamilton, Ont.
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Business Machines
The International Business Machines, Ltd., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The Orillia, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd. Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Ward & Payne, Sheffield, Eng.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.

Chucks, Tap
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

Churns, Glass
The Dazey Churn & Mfg. Co., St. Louis, Mo.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Chicago Flexible Shaft Co., Chicago, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

MEAKINS BRUSHES



Repeat Sales

Meakins brushes have brought many dealers increased business. Meakins brushes are a profit-making line that lead to repeat sales. These reliable, efficient brushes are made from selected materials by experienced mechanics. You can "sell" your prospect on the fact that the bristles will not come out. Every Meakins brush is rubber set.

Meakins brushes are known from coast to coast for their durability. When the consumer asks for paint brushes, he naturally expects Meakins.



Order through your jobber. Write for a complete catalogue.

Meakins & Sons, Limited, Hamilton, Ont.

Warehouses: Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry, Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
J. H. Williams & Co., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Display Racks and Stands
Cameron & Co., Toronto.

Disinfectants
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.

Door Checks
Canadian Yale & Towne, St. Catharines.

Door Hangers
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Door Strip
Atlas Iron, Wire & General Metal Works, Toronto.

The Peck, Stow & Wilcox Co., Southington, Conn.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
The Sheffield Twist Drill & Steel Co. Ltd., Sheffield, England.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont.
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
The Hesco Electric Mfg. Co., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd. Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fence Posts, steel
Burlington Products Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.

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BADEN, ONT. MONTREAL, QUE.
TORONTO, ONT. WINNIPEG, MAN.

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THE BUYERS' GUIDE

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gasoline Tanks and Pumps
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Greenfield Tap and Die Corp.

Hangers, Barn Door
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hangers, Door
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Slater & Barnard, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Magnet Metal & Foundry Co., Ltd., Winnipeg, Man.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Slater & Barnard, Ltd., Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

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MacGOWAN & CO.,
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THE BUYERS' GUIDE

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Northern Electric Co., Limited, Montreal, Que.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Pails
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.
Slater & Barnard, Ltd., Hamilton, Ont.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Lathe Dogs, Drop-forged
J. H. Williams & Co., St. Catharines, Ont.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
J. H. Williams & Co., St. Catharines, Ont.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

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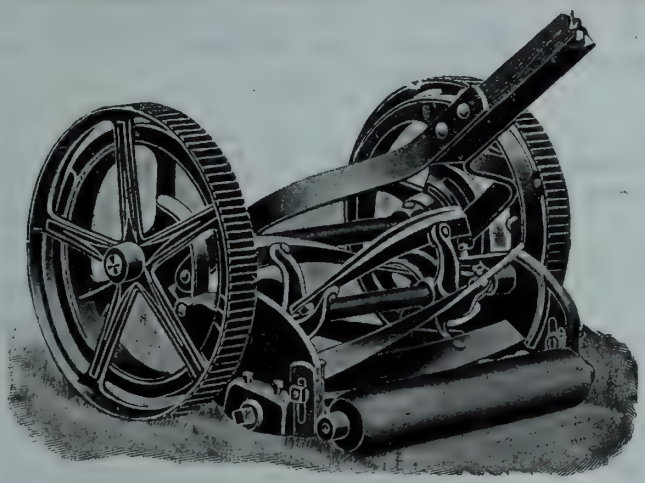
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THE BUYERS' GUIDE

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metal Cutting Saws
Clemson Bros., Inc., Hamilton, Ont.

Metal Saws, Power
Clemson Bros., Inc., Hamilton, Ont.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Milling Cutters
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man..

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Atlas Iron, Wire & General Metal Works, Toronto.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
MacArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
MacArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Savage Arms Corpn., Utica, N.Y.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
F. W. Lamplough & Co., Montreal, Que.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Chamberlain Desolvo Co., Toronto.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Polishes, Floor
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pruning Shears
The Peck, Stow & Wilcox Co., Southington, Conn.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. R. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton Ont.
The Westco Pumps Ltd., Toronto.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
C. C. Craig Co., Winnipeg.
Dorken Bros. & Co., Montreal, Que.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Foundry Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., St. Catharines, Ont.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Roofing, Ready
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
The B. Greening Wire Co., Ltd., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Safety Razors
Auto-Strop Safety Razor Co., Toronto, Ont.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skreene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.



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THE BUYERS' GUIDE

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shellac
Stewart & Wood, Ltd., Toronto.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shop Barrels
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Souris, Man.

Sickles
The Burrowes Mfg. Co., Toronto, Ont.

Sifters, Ash
Wiebusch & Hilger, Ltd., New York, N.Y.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg Co., Ltd., Montreal

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
The Crescent Co., Meriden, Conn.
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Crescent Co., Meriden, Conn.
The Peck, Stow & Wilcox Co., Southington, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sturgeons, Ltd., Toronto.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Stools
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Ower Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian General Electric Co., Ltd., Toronto, Ont.
National Electric Heating Co., Ltd., Toronto, Ont
The Northern Electric Co., Limited, Montreal, Que.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Strops, Razor
C. C. Craig Co., Winnipeg.
Dingley Bros., Export, Limited, Lindsay Bldg., Montreal, Que.

Stroppers, Automatic Razor
C. C. Craig Co., Winnipeg.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Syphons
The Anthes Foundry Co., Limited, Winnipeg, Man.

Tacks
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.



Six Weeks to Christmas

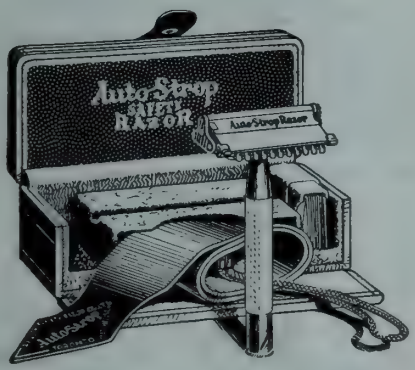
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Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The L. S. Starrett Company, Athol, Mass.

Tarpaulin
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tarred Welts
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Timers for Ford Cars
The Franco-British Supply Co., Winnipeg, Man.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
Canadian K.K. Co., Ltd., Elora, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
Henry Disston & Sons, Limited, Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube Co., Woodstock.

Tumbler Holders
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders & Engineers, Ltd., Manchester England.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

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The Canadian K. K. Co., Ltd., Elora, Ont.
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Vulcanizers
The Adamson Mfg. Co., Hamilton, Ont.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
J. H. Connor & Son, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Kribs Ltd., Wm. A., Hespeler, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Wax, Floor
Stewart & Wood, Ltd., Toronto.

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Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont.

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

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The undersigned are the owners of the following Letters Patent of the Dominion of Canada, which cover the tub and the tub actuating mechanism of 1900 Cataract Washer:

No. 167,856
Feb. 29, 1916

No. 203,115
August 17, 1920

Notice is hereby given that the undersigned are prepared to protect diligently their interests under these patents and that suits will be brought against all infringers.

The "1900" Washer Company
Toronto

Carrying on a Tradition

Kearney & Foot
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J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Canadian Supply Co., Ltd., Saskatoon, Sask.
H. S. Howland Sons & Co., Toronto.
Kent-Garvin Co., Ltd., Hamilton, Ont.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Screens
Atlas Iron, Wire & General Metal Works, Toronto.

Woodenware
The Brett Mfg. Co., Winnipeg, Man.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., St. Catharines, Ont.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
The Hoyt Metal Co., Toronto.



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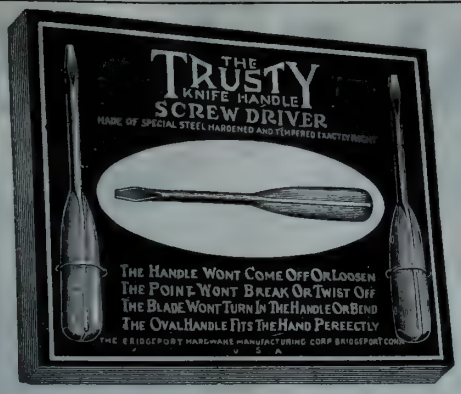
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No. 42—Asst. Little Wonder.

The
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Quick Selling and Profitable Qualities

Bridgeport tools are made from selected materials by skilled workmen, and have a reputation for satisfactory service to the mechanic.

Progressive dealers stock the Bridgeport line because they have found that it sells well and gives them a good margin of profit.

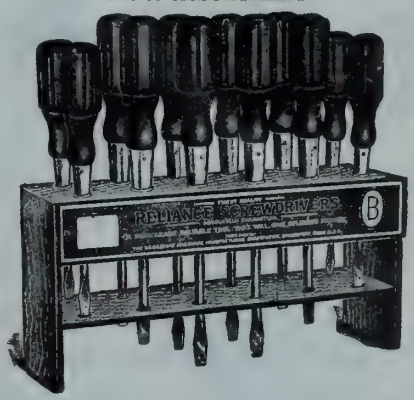
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The Bridgeport Hardware Mfg. Corporation

Bridgeport, Conn., U.S.A.

W. J. Latimer, 122 Hilton Avenue, Toronto, Canadian Sales Agent

Reliance Screw Drivers
No. 35 ASSORTMENT

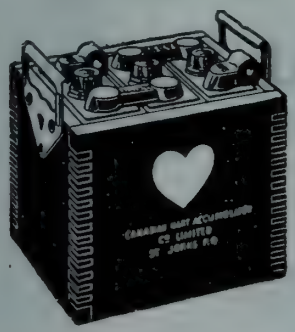


This fine driver is packed in a very attractive display rack containing the following drivers: Four 4-inch, four 5-inch, and four 6-inch. The rack as shown above is substantially made of hardwood in mission oak finish, with attractive white, violet and gold labels. Displayed in this way they sell "on sight." 13 Assortments in case.

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The Battery that has a long life and a strong spark. Keeps "up" and gives universal satisfaction. Our personal as well as the maker's guarantee. Hart Batteries are good sellers and the profit—by the way, write in and ask us about the liberal margin we allow, it will interest you.



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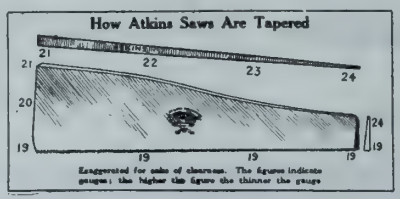
ATKINS

STERLING QUALITY SAWS



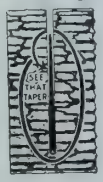
REASONS WHY YOU SHOULD SELL ATKINS STERLING QUALITY SAWS

Sterling Quality Steel is our exclusive formula, and the best saw steel made



Atkins Hand Saws are ground the two-way taper, that is the cutting edge is the same thickness while the back tapers evenly from the handle to the point and from back to the cutting edge. See illustration.

Segmen Grinding



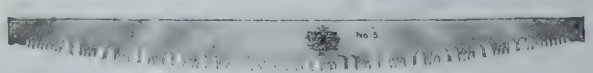
Atkins Cross-Cut Saws are Segment Ground. This gives our saws clearance with very little set. The illustrations show the difference between Atkins process of SEGMENT GRINDING and the imitation.

The Imitation



Atkins Sterling Quality Steel receives our special process of Gas Tempering, which makes it tough and stiff, without being brittle. This is the reason why they will hold an edge longer.

Sell Atkins Saws and you will learn the meaning of "The Finest on Earth."



Made in Canada

E. C. ATKINS & CO.

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NAILS **WIRE**

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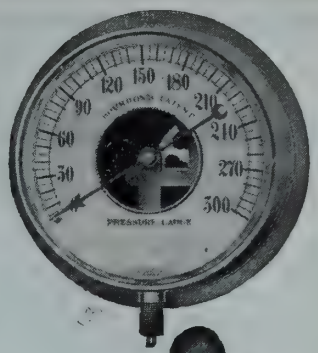




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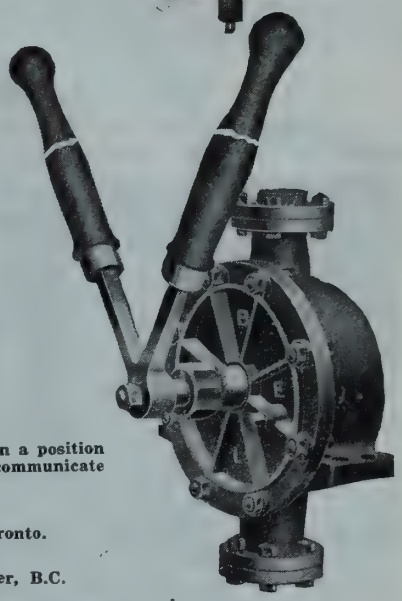
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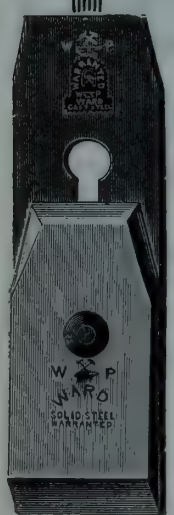


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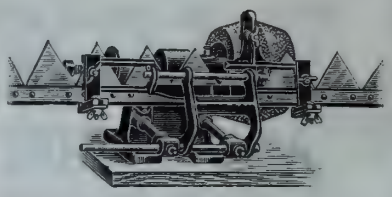




WHEELER & BAIN

179 King Street East, Toronto, Ont.

Phone Main 785



Bull-Dog Power Grinder

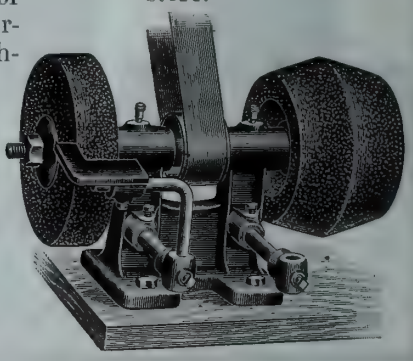
Farm Equipment—A line that sells

Ask Your Jobber



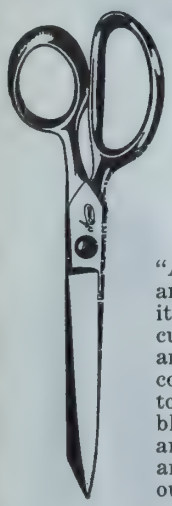
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Every farm is a prospect for one or more of these service-giving machines.



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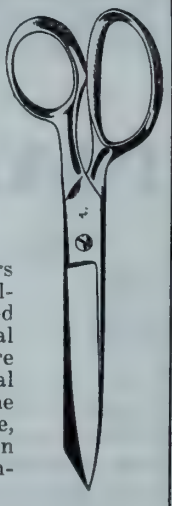
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Bridgeport, Conn., U. S. A.

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Capital Stock, $500,000

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QUALITY *SERVICE*

THE BON LIMITED CHANDELIERS OUR LIGHTS SHINE EVERYWHERE QUALITY QUOTED QUANTITY MANTELS - GRATES & TILES

Barton-Netting Co.
LIMITED
9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

HARRIS HEAVY PRESSURE

The Distinctive Babbitt

As Hard and Tough as
AN EGYPTIAN MUMMY'S SKIN
Round in Shape, Copper Coated



Put out and guaranteed by a Firm with a metal experience of over one-third of a century, and whose guarantee means something.

DEMAND THIS CAKE FROM YOUR JOBBER.

If your jobber cannot supply you

ORDER FROM OUR NEAREST FACTORY

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

WROUGHT PIPE

BLACK and GALVANIZED
SIZES, ⅛ IN. TO 4 IN.

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

All Sizes of NIPPLES (Black and Galvanized)

Ask your jobber for CT *Brand of Wrought Pipe*

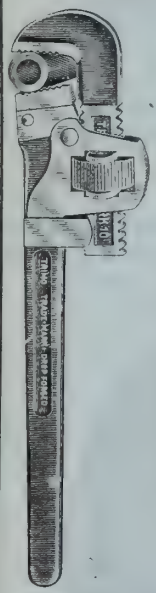
CANADIAN TUBE & IRON CO., LIMITED,

MONTREAL
Works: Lachine, Can.

If interested tear out this page and place with letters to be answered.

TRIMO

THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench

The Trimo Chain Pipe-Wrench

The Trimo Nut Wrench

The Trimo Pipe Cutter (Hand)



The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Pipe Wrench Nut Wrench

TRIMONT MFG. COMPANY

ROXBURY (BOSTON), MASS.

MANUFACTURERS



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.



The Parmenter & Bulloch Co., Ltd.

CANANCQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

WHITTALL CANS

for

Meats Vegetables Milk Syrup Fish Paint Etc.

PACKERS' CANS

Open-Top Sanitary Cans and Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

MONTREAL

Established 1888

Sales Office:
202 Royal Bank Bldg.
TORONTO
R. H. Phipps, Sales Mgr.
Phone Adel. 3316.

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

Reed's Patent Plastic Asphalt Roof Cement



repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough, leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & Co., LIMITED

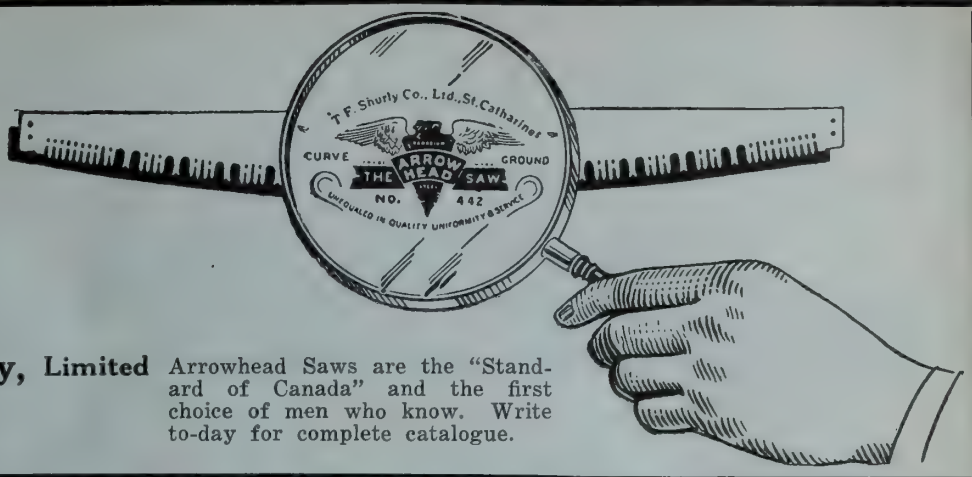
37 St. Antoine Street

MONTREAL

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ARROWHEAD SAWS

Sell fast, make satisfied customers and reflect credit on the dealer who carries them, because—they are perfectly tempered, hang right and are set right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.



T. F. Shurly Company, Limited
St. Catharines
Ontario

Arrowhead Saws are the "Standard of Canada" and the first choice of men who know. Write to-day for complete catalogue.

CARTER'S

It Is Easy to Sell CARTER'S GENUINE DRY RED LEAD

Your painter customers need this durable and economical Red Lead Paint.

Highly oxidized and very finely pulverized Carter's Genuine Dry Red Lead is an ideal paint for safe-guarding steam pipes, iron and metal work, etc.

A stock of Carter's on your shelves will put the red lead business of your community within your reach.

Write for prices and particulars of this and the other Carter products—Genuine Dry White Lead, Genuine Orange Lead and Litharge.

The Carter White Lead Company of Canada Ltd., 91 Delorimier Ave., Montreal

UNIMECO

MADE IN CANADA

WROUGHT WASHERS

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA



Unusual Selling Points

Carbalox is a product of the electric furnace so fast and cool cutting as to be particularly adapted to the rapid cutting and polishing of metals.

Being available in handy rolls, it reduces cost of production because the workman, keeping a roll at hand, uses as desired without waste or loss of time in cutting.

Canadian Sales Representatives:

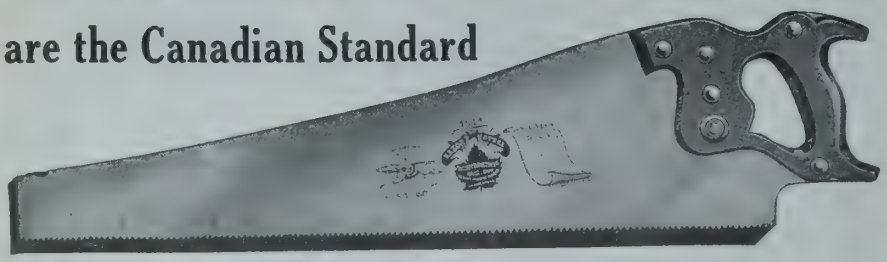
A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

If interested tear out this page and place with letters to be answered.

MAPLE LEAF HAND SAWS

are the Canadian Standard



No. 1914
The newest in up-to-date saws. Combines keen cutting qualities with improved features.

Unbreakable Handle

Our saws are made on a high standard basis that wins satisfactory sales for the dealer.

You can sell **Maple Leaf Hand Saws** in full confidence that "worth while" prestige for your store will be the logical result.

Shurly-Dietrich Co.
LIMITED
GALT - CANADA

Manufacturers :
The Sheffield Twist Drill & Steel Co.
LIMITED
Works : Summerfield St., Sheffield

Telephones:	*LONDON OFFICE:*	Telegraphic Address:
London City 2660.	Suffolk House,	"Proells, Sheffield"
Sheffield - 712. 710.	5, Lawrence Pountney Hill, London, E.C. 4	"Proells, London" "Proells, Paris"

Code ABC 5th Edition

HIGH SPEED TWIST DRILLS



High-class Drills with **IRRESISTIBLE PIERCING FUNCTIONS** that stand the **WEAR** and **TEAR**—in other words, the **DRILLS** that are **EFFICIENT** and **ECONOMICAL**—are the **DRILLS** with the **"DORMER"** Brand.

We are manufacturing **SPECIALISTS**—Carry large **STOCKS**—Give **PROMPT** deliveries, and rely upon our products for **REPEATS.**

Canadian Agents :
Forrest, Jackson & Forrest
230 Craig Street West
MONTREAL : : CANADA



Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

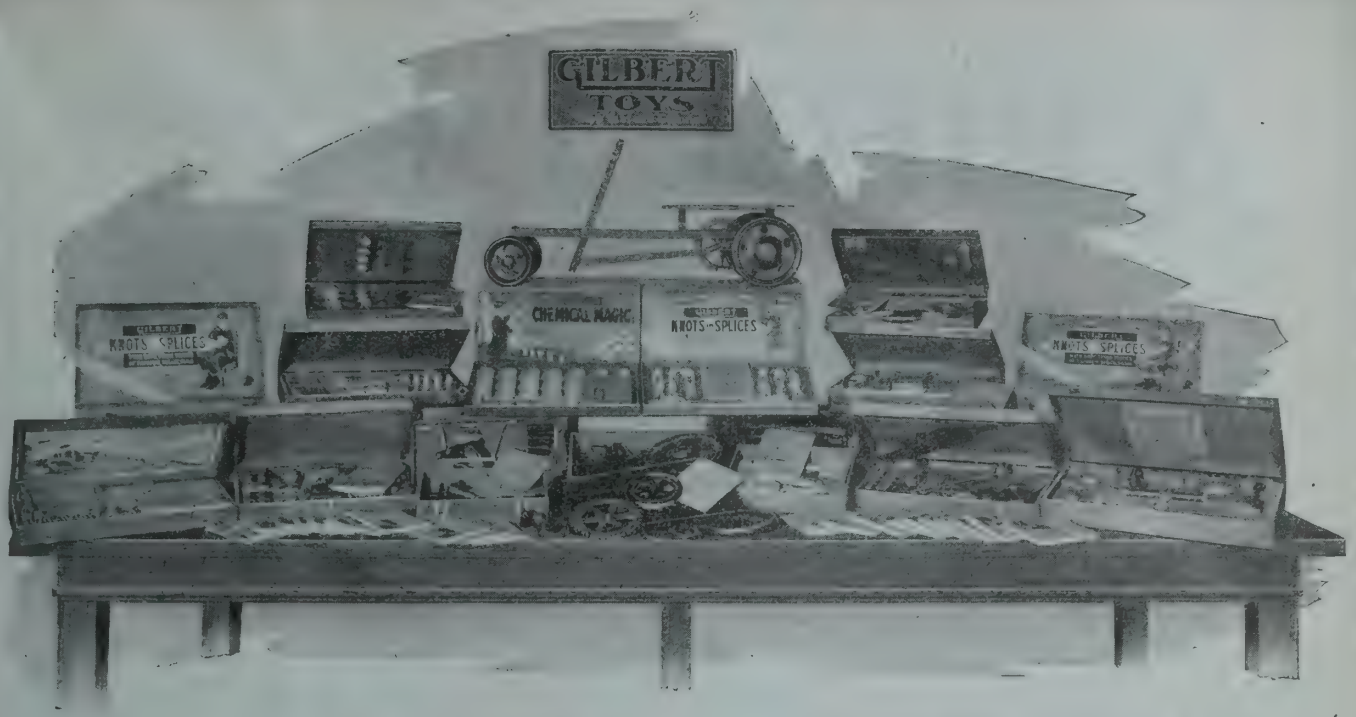
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



If interested tear out this page and place with letters to be answered.



Any Hardware Dealer

Can Consistently Display GILBERT Toys

Toys that fit right in with your line—backed by a $150,000 advertising campaign during 1920. Toys that are year 'round sellers—with real profits for the hardware dealer.

Gilbert Toys are leaders in the toy line. The large, striking advertisements every month in the leading boys' magazines and every week in the Saturday Evening Post, with its 8,000,000 readers, have created a steady demand for them. Over 100,000 boys replied to our advertising in 1919.

We recommend ERECTOR —the famous Steel Construction Toy —The Gilbert Outdoor Wheel Toy, Gilbert Electrical Sets, Wireless Sets, Toy Motors, Chemistry Sets, Civil Engineering Sets, Weather Bureaus, Tool Chests, and many others.

THEY ARE ALL GOOD. WRITE FOR OUR CATALOGUE—PLEASE DO IT NOW.

The A. C. Gilbert-Menzies Co., Ltd.

439 KING STREET WEST, TORONTO

Manufacturers of Gilbert Toys. Agents for Gilbert's Polar Cub Electrical Specialties, Sewing Machine Motors, Vibrators, Polar Cub Fans, Etc.

If interested tear out this page and place with letters to be answered.

A PIECE OF TABLEWARE

may be solid silver without the "sterling" stamp, the accepted "Hall Mark" of quality.

But you don't know.

A Bank might be honest and efficient without Government inspection.

But you don't know.

A business concern may be absolutely responsible without a commercial rating.

But you don't know.

A publication may have the circulation it claims without verification by the Audit Bureau of Circulations.

But you don't know.

Better be sure.

The circulation of Hardware and Metal is verified by the A.B.C. Hardware and Metal is the only hardware publication in Canada that will supply an A.B.C. Audit.

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BUTCHER KNIVES

I-XL



No. 2609—Sizes 5, 6, 7, 8, 9, 10, 12 and 14 inches.



No. 2609
Skinning Knives
Sizes 5 and 6 inches

I-XL BUTCHER KNIVES

are presented to the trade with a positive guarantee back of each blade.

Every piece is hand forged from the finest double shear steel, by a selected class of most skilled cutlers who grind and temper these blades in a manner most suited to their requirements; they are then carefully inspected to insure perfection.

We therefore gain the highest point of efficiency, making not only a knife but a high-grade Butcher's tool.

I-XL on a butcher knife is a pledge of quality to your customer.

Geo. Wostenholm & Son



No. 2609
Sticking Knives
Sizes 5, 6, 7, 8 and 9 inches

GEO. WOSTENHOLM & SON

SHEFFIELD — *ENGLAND*

A. MACFARLANE & COMPANY, LIMITED

MONTREAL, QUEBEC — SOLE AGENTS FOR CANADA

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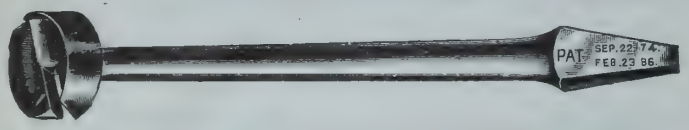
SIMONDS

CROSS-CUT SAWS

Cut easy, saw fast and stay sharp longer than other brands. They are fully guaranteed. Hardware dealers should get our catalog and prices.

Simonds Canada Saw Co., Limited

ST. JOHN, N. B. MONTREAL, QUE. VANCOUVER, B. C.



THE PROGRESSIVE MANUFACTURING CO.
Torrington., Conn, U.S.A.

FORSTNER BITS

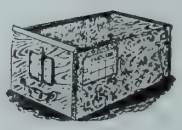
bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

SE-MENT-OL
(the original)



The radiator repairer that's guaranteed for the life of the car. Liquid or Powder—75c per can. One 75c can Powder repairs 12-gallon cooling system; one 75c can Liquid repairs 6-gallon cooling system. One can is enough for even the largest car. Ask your jobber.

Made by
NORWESCO, Marietta, Ohio



Cameron Metal Drawers
LONGER WEAR, BETTER SERVICE

Write us for Prices and Particulars of Cameron Wall Cases and Fixtures

Cameron & Co.

74 Logan Avenue **Toronto, Ont.**

ANNOUNCEMENT



Most Popular Clothes Washer in Western Canada also Now Manufactured in Eastern Canada.

25,000 I.X.L. users are daily boosting sales. Your customers want it. Tell them you have it.

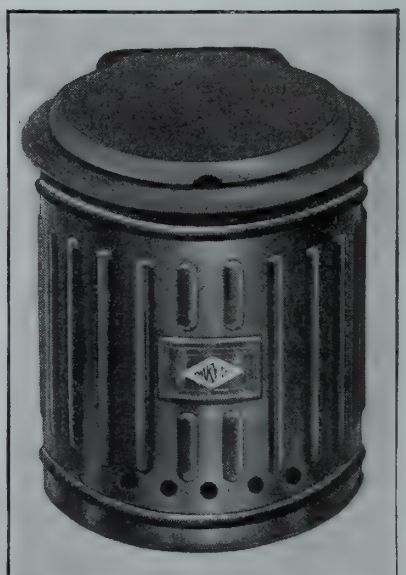
$12.00 per dozen, *Fully Guaranteed*

The I.X.L. Vacuum Washer with the Soap Cup.

FROM YOUR JOBBER OR

COLLINS MANUFACTURING CO., Toronto
MONCRIEFF & ENDRESS, LTD., Winnipeg

CHEMICAL CLOSETS THAT SELL



WAKYTE SANITARY CHEMICAL CLOSETS are the recognized convenience for districts where sewer and water accom m odation is not obtainable. Used in thousands of homes, schools, etc., all over Canada.

A specially designed article with corrugated iron body, and with selling points that close sales. A Superior line with SUPERIOR QUALITY, that means service to the consumer, and a quick turnover and substantial profit for the dealer.

Stocks carried by: James Simmonds, Ltd., Halifax, N.S.; Sumner Co., Ltd., Moncton, N.B.; Thompson & Sutherland, Ltd., New Glasgow and Sydney, N.S.; J. S. Mitchell & Co., Ltd., Sherbrooke, Que.; W. B. Dalton & Sons, Ltd., Kingston, Ont.; Hobbs Hardware Co., Ltd., London and Toronto, Ont. And all jobbers in the Prairie Provinces.

Place your order through your Jobber or direct

WAKYTE MFG. CO., LTD., WINNIPEG

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"The Premier"

The Chicago "Premier" Spring Pivot Hinge is high-class—in a class by itself.

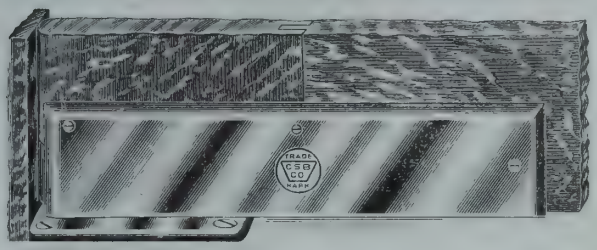
The weight of the door is carried on ball bearings, the eccentric has roller bearings and the spring is made of best tempered steel flat wire.

It also has a tension adjustment and an aligning feature.

It is recognized as the "PREMIER."

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue 36

TRADE CHICAGO MARK
SPRING HINGES



"Hercules" Sash Cord

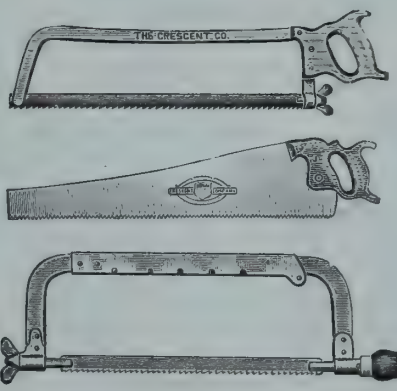
The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

Manufactured in Canada

"Crescent"

Saleable, Dependable, Profitable



Quick Selling Small Tools,

Hack Saws,

Frames and Hardware Specialties

A line of tools that attracts favorable attention from customers at once. When used they give service that convinces and holds the customer and assures you his future business.

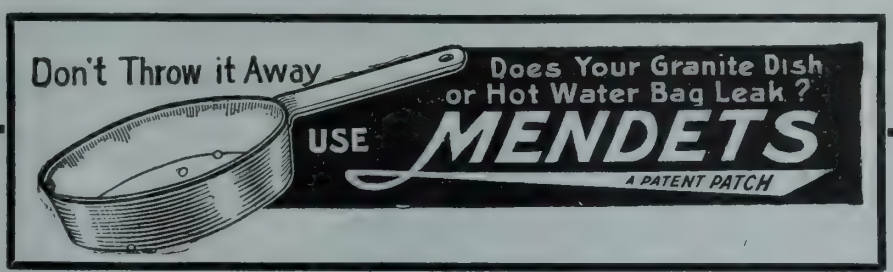
For profit, for turnover, for success, sell the "Crescent" Line.

At Your Jobbers

Campbell Agencies
Toronto, Canada

The Crescent Company, Meriden, Conn.

Quick Sales Big Profit Satisfaction



Occupy But Little Space Sell Easy

Here is a quick, easy seller that takes up little space in your store. An extensive investment in advertising has increased the demand everywhere for an article so effective that it creates naturally an enormous demand. Display Mendets and they sell themselves. Write your jobber.

Collette Mfg. Company, Collingwood, Ont.

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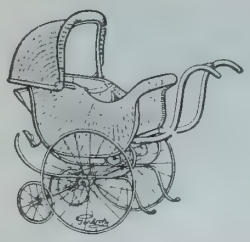


THE GENDRON MFG. CO., Ltd.



Makers of a line of goods that are always in demand.

Children's Vehicles
Bathroom Fittings
Coaster Wagons
Sleds and Sleighs





THE GENDRON MFG. CO., Ltd.
137 Duchess Street, TORONTO

"VIKO"
Aluminum Products
SELLING POINTS



Stamped from pure aluminum, durable and light in weight, attractively designed, will not tarnish, free from poisonous compounds, rust-proof and sanitary. Rounded corners, easily cleaned, economical, fuel saving, no plating to chip, heat readily and evenly, and will not burn or scorch foods, no joints to give trouble, handles of tinned steel, hinges nickelled steel. Write for more details.

Hurtubise Limited
Successors to
North American Hardware Supply Limited
222 Notre Dame Street West
MONTREAL CANADA

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.



Hoyt Products

Sheet Lead, Lead Pipe, Lead Traps, Lead Bends, Lead Fittings, Calking Lead, Ingot Metals, Tin, Lead, Antimony, Spelter, Copper, Bar Pig Solders, Wire Ribbon.

Frost King Babbitt—the Metal without a peer for general utility work.

HOYT METAL CO.
MONTREAL TORONTO WINNIPEG

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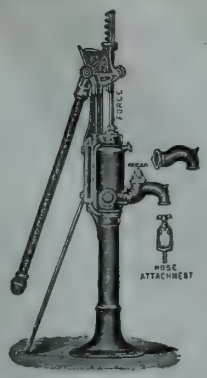


Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.
Galt, Canada

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

in

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

MYERS PUMPS

We are manufacturers of a complete line of Pumps for Every Purpose—pumps for operation by hand or windmill—pumps of larger capacity for power operation—pumps in styles and sizes to meet capacity, depth, motive and installation requirements. If interested in Pumps for any service, write us for Catalog.

F. E. MYERS & BROS.
Ashland, Ohio



NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Ask The Man Who Uses

our goods, why he always prefers

London Bar Iron

and he will tell you that
it is built with

QUALITY RIGHT THROUGH

FOR QUALITY

is the chief aim of each department through which it goes

Ask for it by name from the wholesaler

London Rolling Mills Co.

LIMITED

LONDON, CANADA

If interested tear out this page and place with letters to be answered.

The Famous "MAB" RAZORS

25 years' reputation



Dwarf size for self-shavers.

Large size for barbers.

No. 14 pattern

Mab" Razors are known throughout the world and recognized by all as the acme of perfection, made from the finest Sheffield steel. Every razor guaranteed perfect. Mab pocket cutlery is also made from the same steel.

Apply for prices and particulars from our Canadian Agents

THE CANADIAN SALES CO., 11 Adelaide Street East, Toronto. Telephone Main 6510

Made by THE "MAB" CO., Birmingham and Sheffield, England

Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

Walter Woods & Co.

Hamilton and Winnipeg

REGISTERED BUR-NOR TRADE MARK



No. 20

Sell All-Steel Hatchets

Better hatchets are available to you in the Bur-Nor line. Better because they are made entirely of steel with handles that can't crack, work loose or break. And yet they are as light as any hatchet can be made and still retain that rugged, durable strength that gives tools long lives. This is the Bur-Nor all-steel shingling hatchet, with the handle riveted under high pressure to the head, to make one single, efficient unit—**always!**

Order to-day, or write for complete catalog.

BUR-NOR ALL-STEEL HATCHETS

BURGESS-NORTON MANUFACTURING CO.
GENEVA, ILLINOIS



BIG PROFITS

FOR THE RETAIL HARDWARE STORE

SELLING

Tents and Camp Equipment

WE ARE WHOLESALE MANUFACTURERS—TRY US

WOODS MANUFACTURING CO., LIMITED

OTTAWA

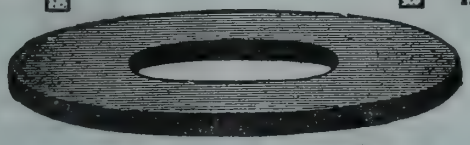
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Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

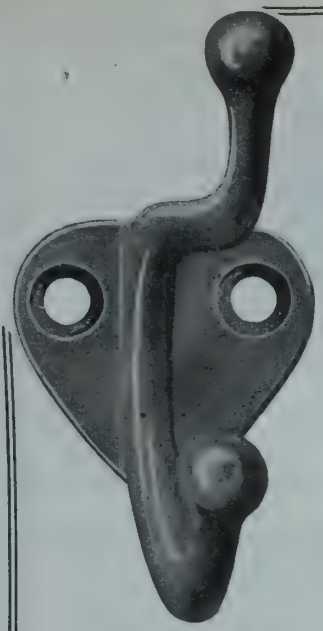


Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.



No. 142 Hook
Cast Brass

You Will Increase Your Business

if you stock Stratford Brass Products. Send for Catalogue. We can supply you with everything in Furniture Trimmings of all kinds, also Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company
Limited
Stratford, Ontario

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

CORPORATE MARK

"THE GUARANTEE OF QUALITY"

FINE HOLLOW-GROUND

"BEEHIVE" BRAND

RAZORS

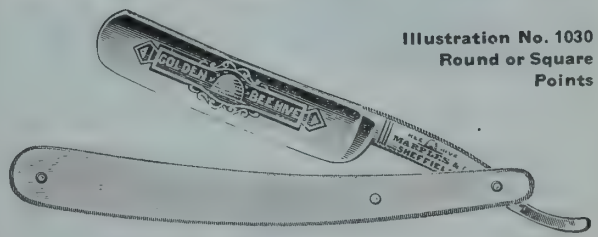


Illustration No. 1030
Round or Square Points

ALSO

"BEEHIVE" Pocket Knives and Scissors

MARPLES & CO.

Beehive Works **SHEFFIELD**

Canadian Agent: Campbell Agencies, Richmond Bldg., Toronto

CABLE: "BEEHIVE, SHEFFIELD"

If interested tear out this page and place with letters to be answered.

OUR COLORED GRADES
1B, 1A, 7, 1, 5



OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

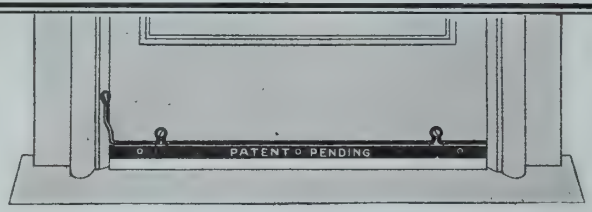


Satisfying to Use or to Sell

Every sale of this B. & C. Improved Adjustable "S" Wrench makes a new friend and future customer for you. It satisfies the customer and brings him for other wrenches of this sales-making line. Easily adjustable by the thumb of the hand that holds it. Carefully hardened and tempered.

Guaranteed. B. & C. Quality sells it. Write for prices.

BEMIS & CALL HARDWARE & TOOL CO.
SPRINGFIELD, MASS., U.S.A.



The Automatic Door Strip

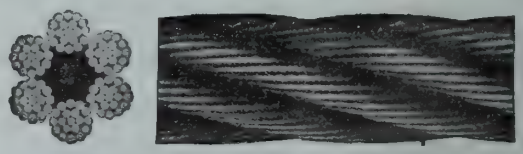
A rubber attachment made in lengths to fit any door; works automatically; no friction; cannot wear out; no draughts; saves coal and time. Easily adjusted; satisfaction guaranteed. Write to-day.

Atlas Iron, Wire and General Metal Works
815 Queen St. West, Toronto. Phone Adel. 388

Manufacturers of
Elevator Enclosures; Works for Banks, Offices, etc., a specialty; Ornamental Iron Fence; Wire Window Screens; Guards for Machinery Protection.

"While we stand still we rust."

WIRE ROPE AND FITTINGS



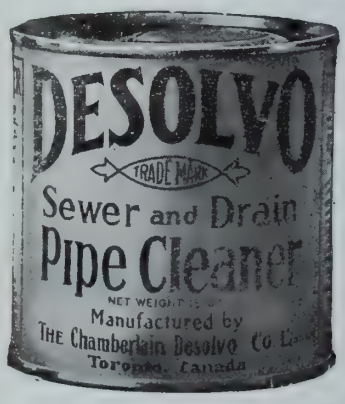
OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON



DESOLVO
Sells Itself

Display Desolvo on your counter, your sales will jump. It sells itself. Schools, factories and homes are prospects for Desolvo.

THE CHAMBERLAIN DESOLVO COMPANY
110 Church St., Toronto

Eastern Canada Representatives: Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.

Ontario Representative: L. F. Mayne, London, Ont.



Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO.
LIMITED
TORONTO CANADA

Made in Scotland



Used the world over.

ESTD. 1855

MORRISCA BRAND
Silkworm Gut Products and General
FISHING TACKLE

Write for Export Terms to—

MORRIS CARSWELL & CO., LTD.
118, HOWARD STREET, GLASGOW, SCOTLAND.
And at MURCIA, SPAIN

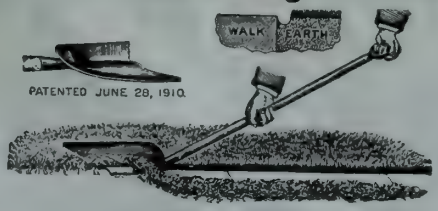
CRANE MALLEABLE FITTINGS

CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST. PATRICK ST
MONTREAL

BRANCHES: Toronto, Winnipeg, Vancouver.
SALES OFFICES: Halifax, Quebec, Ottawa, Calgary.

Imperial Lawn Edge Trimmer



THEY BUY IT AS SOON AS SEEN

Easy working; leaves a clean, straight edge. Durable, profitable, rightly priced. Most jobbers will supply you.

Imperial Bit and Snap Co., Racine, Wis.

IMPERIAL SOLDERING PASTE



A Much Improved Paste

and

Resin Cored Solder

filled with

Paste, Resin, or Acid

For Soldering Copper, Brass, Zinc, Lead, Galvanized Iron. Simple, Quick, Non-corrosive.

Demand from your Jobbers or order from our nearest factory.

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

Maple Leaf Stitched Cotton Belting Longer Life



Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

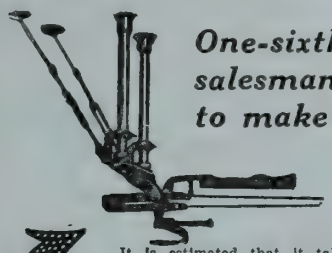
For the dealer it means new customers, profits and repeat orders.

Write to-day.

The Dominion Belting Co., Limited

Hamilton, Canada

One-sixth of your salesman's time to make change



It is estimated that it takes one-sixth of a salesman's time to make change under ordinary conditions. This means the time of one salesman in a staff of six. Eliminate the running and five salesmen can do the duties of six.

Our Cash Carriers will accomplish this for you, and at a greatly reduced cost with more efficiency. There also would be two persons in every transaction, viz., the salesman and cashier—each checking the other—and your money will be in the custody of one person, and in your office, where it properly belongs. Had you thought of it in this way? Our leaflet explains it fully.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

G. W. METALS

are superior

Manufacturers of the famous

XXXX NICKEL SPECIAL No. 1 R.R.
BABBITT METALS
SOLDERS PIG and CALKING LEAD

Made in Canada

Write or Wire Your Enquiries

Great Western Smelting & Refining Co.
Vancouver, B. C.

Wm. M. Gordon & Co., Winnipeg, Man.

A. G. Low Co., Saskatoon, Sask.

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application *Immediate Shipment*

JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

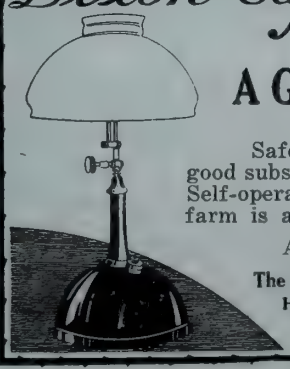
Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East. Winnipeg

Sankey & Mason, 839 Beatty Street Vancouver.

Dixon Safetee Lamps



A Guaranteed Lamp

Safe under all conditions. A good substitute for gas and electricity. Self-operating and guaranteed; every farm is a prospect for one or more.

At all Good Jobbers

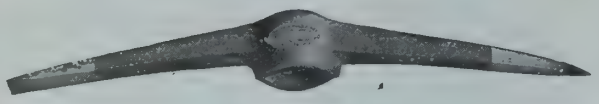
The Hamilton Gas Mantle Company, Ltd.

Head Office and Factory: Hamilton, Canada

Toronto, Montreal

If interested tear out this page and place with letters to be answered.

PICKS



No. 5

Made of best high-grade, open-hearth steel, hammer forged and correctly tempered. Finished in black with polished points.

THE WARREN TOOL & FORGE COMPANY
234 Criswold St. Warren, Ohio, U.S.A.

PIPE STRAPS

(Electro-Galvanized)



Assorted Sizes

¼ inch to 3 inch

Also

Metal Stamping for Manufacturers

WALTER H. WICKWARE
53 Booth St.
OTTAWA CANADA

PLUMBS **SAND'S** LEVELS

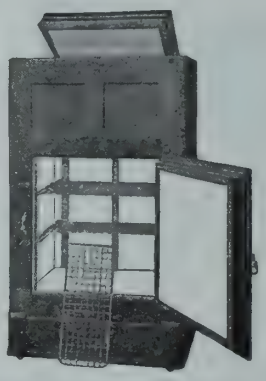


Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:

CAMPBELL AGENCIES, 23 Richmond Bldg.
TORONTO, ONT.



PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS
RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.
PARIS, ONTARIO



SHEFFIELD CUTLERY

H.R.S & Co.
Regd. Trade-Mark

Henry Rogers, Sons & Co., Ltd.
Estab'd. 114 Years
SHEFFIELD AND WOLVERHAMPTON ENGLAND

Representatives: Harry F. Moulden & Son, Winnipeg

Standard Tube Company

LIMITED

Manufacturers of

STEEL TUBING—

Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes ⅜" to 2", 14 to 20 Gauge.

WOODSTOCK ONTARIO

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

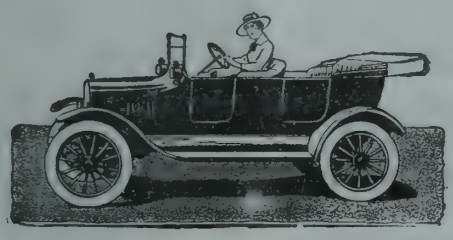
WE SHIP PROMPTLY

For Solidifying Sales and Preventing Lost Accounts

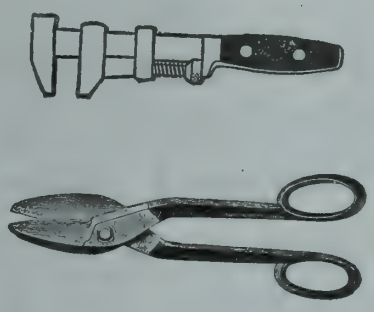
For solidifying sales, and preventing lost accounts by keeping the trade "lined up," a weekly message to the whole Canadian hardware trade through Hardware & Metal will prove productive and profitable.

Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.



366



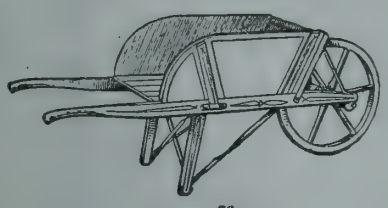
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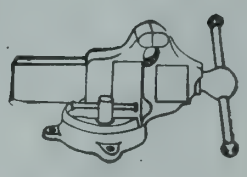
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72



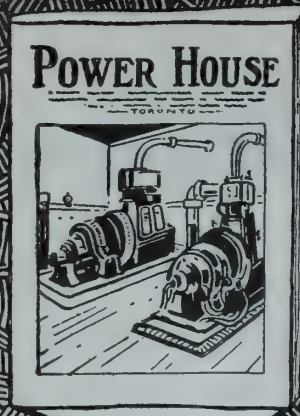
THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

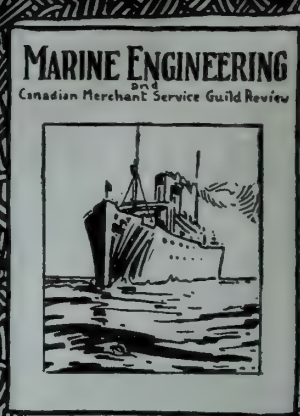
143-153 University Avenue
TORONTO, CAN.

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For Self-Promotion and Sales Promotion Use These Publications

POWER HOUSE

Twice a month—$2.00 per year.
Serves the power plant engineer—Steam, Electric Refrigeration, Hydraulic.

CANADIAN MACHINERY

Weekly—$4.00 per year.
Covers the metal working field—serving shop executives, purchasing agents and owners. First-class mechanical paper and market paper combined.

CANADIAN FOUNDRYMAN

Monthly—$2.00 per year.
A paper for the foundry owner, superintendent and foreman. Claimed by its readers to be unexcelled.

MARINE ENGINEERING

Monthly—$2.00 per year.
Interprets marine engineering in its broad sense, serving the ship builders, navigation companies and their officers. (The editor holds an extra first-class B.O.T. certificate).

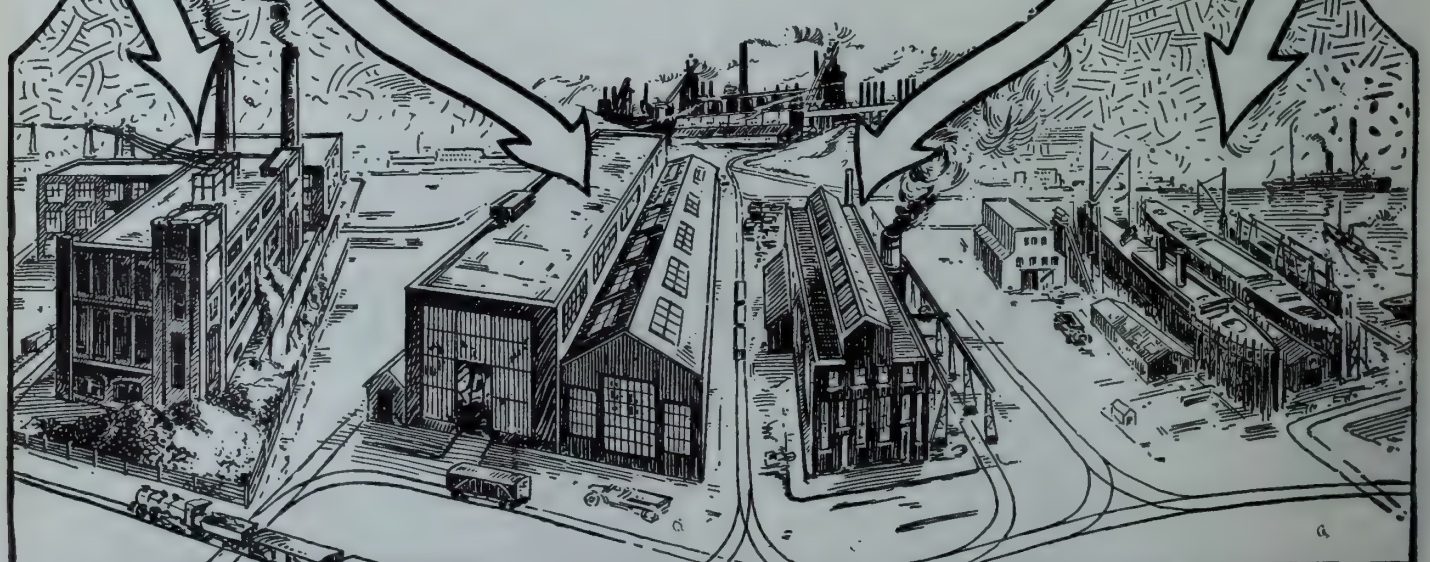
Published by

THE MACLEAN PUBLISHING COMPANY, LIMITED

143-153 UNIVERSITY AVE., TORONTO

A company whose idea of service has made it the largest concern of its kind in the British Empire.

Sample Copy and Advertising Rates sent upon request.



Your Tire Sales for 1921



Has This Occurred to You?

The Dealer who handles Automobile Tires is a fortunate individual. By merely reaching out his hand, he is assured of better business for 1921 than he may have enjoyed in 1920.

One Cannot Get Around the Fact

Nearly all the cars that ran in 1920 will continue in use in 1921, either by their present owners or other people. Even the minimum public desire and ability to buy will bring more new cars into service than will be required to make up for the comparatively few cars that will be scrapped, and the advertising and sales effort of the motor car manufacturers will cause thousands of hesitant ones to buy, also.

More motor cars will be in use on Canadian roads in 1921 than in any previous year.

Look at the matter any way one will, the above is evident. The fact stands irrefutable.

This means a larger tire market than ever before.

And bigger business for you if you plan to go after it.

Some dealers will be disappointed when the public buying season comes. They will miss profitable sales because they did not book their requirements in advance.

Don't be one of these. If you have not booked your stock for Spring, do so now. It is physically impossible for a manufacturer to handle more than so much ninth hour business. Stock is short. The goods the ninth hour man wants are probably already in the display room or store of the foresighted dealer.

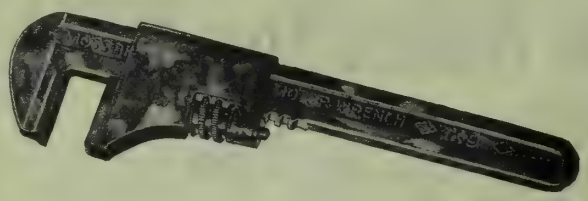
No dealer can sell better tires than Partridge Tires—because no better tires are made. Motorists all over Canada are finding this out. Every Partridge Tire you sell means a pleased customer and more sales for you.

If you are not a Partridge Dealer, write us for information. If you are a Partridge Dealer, make sure of your stock for 1921.

The F. E. Partridge Rubber Co., Limited, Guelph, Ont.

PARTRIDGE
TIRES
Game as Their Name

If interested tear out this page and place with letters to be answered.



K-9 Adjustable Wrench

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

A Business-Building Line

THE dealer who sells Mossberg Tools not only makes a good profit—he gets a quick turnover on his stock and builds up his trade through satisfied customers.

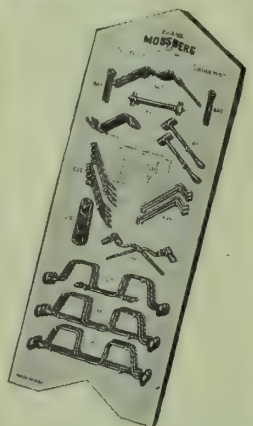
The completeness of the Mossberg line makes the possibility of a sale greater. There is a wrench or tool for every purpose.

The garage man, the motorist, the expert mechanic, each with his individual requirements, may find the right wrench among your Mossberg stock.

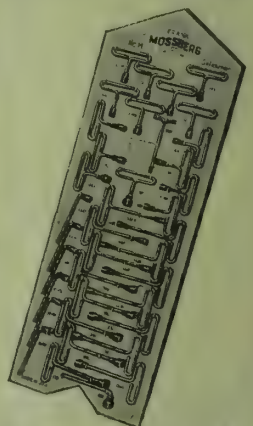
The Mossberg reputation for strength and service helps you to make your sales—it builds your business.

Write for complete 1920 catalog.

WALTER I. TUTTLE, *President and General Manager.*
FRANK T. CHASE, *Treasurer and Sales Manager.*
EVERETT L. FORD, *Secretary and Superintendent.*



"600" Board, Assortment of Necessities for Fords



"H" Board of Mossberg Indestructible All Steel Socket Wrenches

FRANK MOSSBERG COMPANY

WRENCHSMITHS FOR 20 YEARS

LAMB STREET

ATTLEBORO MASSACHUSETTS

If interested tear out this page and place with letters to be answered.

AHM System

AMES HOLDEN



Universal Tread

Made in the following sizes—Clincher, 30 x 3½ and 31 x 4. Straight Side, 32 x 4, 33 x 4, 34 x 4.

RELIABLE
Red and Grey Tubes

Here's A Guarantee That Will Appeal To You

Our guarantee is as straight and clean-cut as our intent to deal fairly—and plain English can make it.

When you sell an Ames-Holden Tire we stand *fully* responsible to your customer. We don't place any "limits" on the life of that tire, or build "barbed word" entanglements around its service.

Tell your customer that we will give him a *perfectly* satisfactory adjustment *should* any defect show up in material or workmanship during the entire life of the tire. And there will be no "red tape" about it. That's our guarantee to you and to him—based on the knowledge that Ames-Holden Tires rarely fail to give value for cost—and something more.

Could any Guarantee be Fairer or More Liberal?

There are many other points about our dealer proposition that will interest you. Let us tell you about them.

Ames Holden Tires

Manufactured By

AMES HOLDEN McCREADY LIMITED

HALIFAX ST. JOHN QUEBEC MONTREAL OTTAWA
TORONTO LONDON WINNIPEG
REGINA SASKATOON EDMONTON CALGARY VANCOUVER

If interested tear out this page and place with letters to be answered.

1921—Success?

It All Depends on the Goods You Carry

—Mr. Dealer—

It's Strictly Up To You

You are laying in your stock for 1921. You know your customers; what they want and ask for. They are becoming critical. The dwindling power of the dollar has driven them to it. They insist on goods they have confidence in, goods that have *always* given satisfaction — such goods as

"Gutta Percha"

CORD AND FABRIC TIRES AND ACCESSORIES

have the confidence of the motorist and are becoming increasingly popular because of their wonderful record of service. The dealer is backed by aggressive advertising that impresses the name "Gutta Percha" favorably upon the public. Carry the best, Mr. Dealer, and that means "Gutta Percha."

Satisfied customers will come back.

Gutta Percha & Rubber, Limited

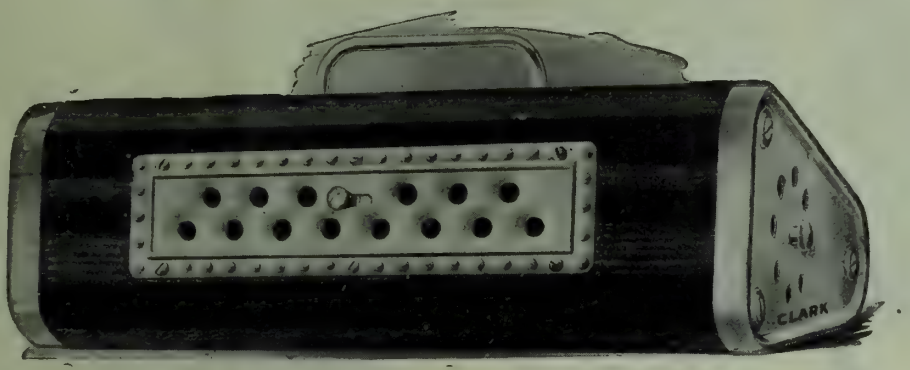
HEAD OFFICES AND FACTORY: TORONTO

Branches: **Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria**

If interested tear out this page and place with letters to be answered.

Every Car at Your Door a Prospect

Clark Double Purpose Heaters



This well-liked heater is well known and very generally used. It is suitable for any conveyance and is of fine appearance. 14 inches long. It is handsomely covered with rich, dark green Brussels carpet. No. 7D has side and end controls with slanting top. It is a swift, steady seller and a general favorite.

The Swift Selling No. 7D.

Costs Only One Cent an Hour to Operate



Clark Carbon
The Lasting Fuel

Densely compressed in brick form, it concentrates the maximum heat-giving properties in the smallest space. Quickly prepared by two or three minutes in any fire or flame, it gives a genial, comforting heat for from 12 to 14 hours. With Clark Heaters there is no odor, flame or smoke.

Under the Hood While Standing They Keep the Engine Warm

Most Canadian motorists drive all winter. Clark Heaters fill the existing demand for a reliable heater to keep the engine warm while standing, as well as warm the passengers while driving. There is no odor, flame or smoke.

For dealers they offer a dependable, reliable seller with a good margin of profit. There are no "kicks" and "come-backs"—but a definite record of satisfied, permanent customers. Winter drivers are really grateful to you for selling them a Clark Heater.



Your Jobber will be glad to fill your order.

Chicago Flexible Shaft Co.,

5608 Roosevelt Road
Chicago, Illinois

If interested tear out this page and place with letters to be answered.



The Need for Home Protection Never So Great

THIS man has disturbed a burglar at work, but will he be able to protect himself should the intruder attack him?

The country is going through a period of unrest. It is every man's duty to maintain law and order, and his home places the first claim upon him.

With the newspapers telling so much about burglaries, a suggestion from you that a Colt Automatic Pistol or Colt Revolver is essential burglary insurance would make sales easy for you among householders who care.

COLT'S PATENT FIRE ARMS MFG. CO.
HARTFORD, CONN., U.S.A.

Manufacturers of
Colt's Revolvers
Colt's Automatic Pistols
Colt's (Browning) Automatic Machine Guns
Colt's (Browning) Automatic Machine Rifles

Canadian Representatives:—A. Macfarlane & Company Limited, Coristine Building, Montreal, P.Q.



COLT'S
FIRE ARMS

Illustrated printed matter free on request

That Snappy Little Salesmaker

The Adamson Foot Accelerator fills a long-felt want with the motorist. Other cars have this convenience, why not Fords? Say, do you know how many Fords there are in your town? Count 'em. Then sell every blessed one of them an

ADAMSON
Foot Accelerator

It affords perfect throttle control with the foot.

Just one moving part, so there is nothing to get out of kilter.

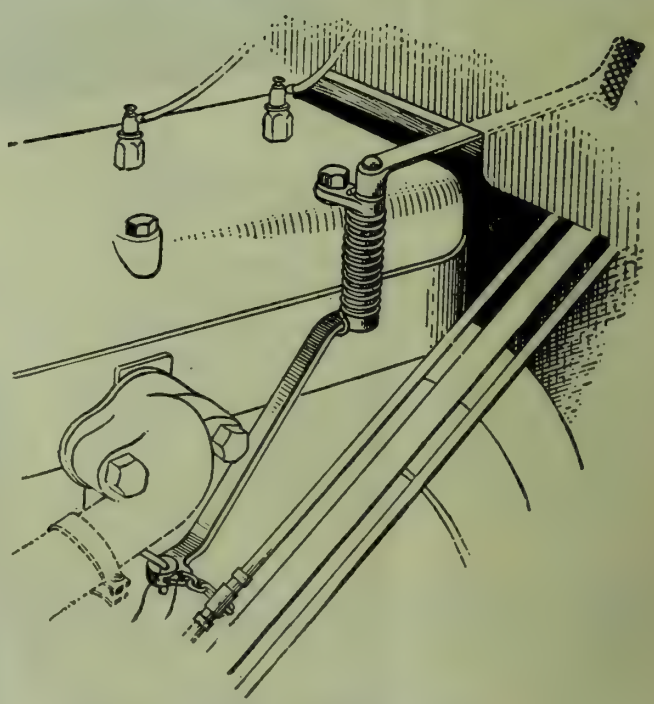
Attached with a wrench and in a jiffy. And it won't rattle, not even one little bit.

Sells for $2.00.

Manufactured by

Adamson Manufacturing Co.
Hamilton, Canada

Our prices will save you money, and we can make prompt deliveries.



Accelerator for Fords

This speedy seller will prove a profitable addition to your accessory department. Stock up now.

If interested tear out this page and place with letters to be answered.



Where your tire money goes when you skid—

Every time you skid you wear off miles and miles of tire service. It's like so many dollars being thrown in front of the street cleaner's scraper. Loss of traction always means loss of tire money.

Chief Engineer of the International Motor Company, A. F. Masury, says:

"Sliding the wheels of railroad cars causes flat wheels. If sliding a hardened steel tire over a smooth steel rail for a few seconds can so abrade the wheel that its pounding will crack 150-lb. rails, fancy the damage to a rubber tire in skidding or sliding over a stone or concrete road.

"No matter how carefully and skillfully you drive when roads are wet and slippery, it is next to impossible to avoid skidding unless your tires are equipped with Anti-Skid Chains—such as Weed Chains."

Weed Anti-Skid Chains

For Protection and Preservation



Weed Chains insure safety, economy and tire protection —Always put them on "At the First Drop of Rain".

MR. DEALER: Write us for advertising material, also for names and addresses of nearest jobbers stocking Weed Tire Chains.

Dominion Chain Company, Ltd.

Niagara Falls, Ontario, Canada.

We manufacture a complete line of welded and weldless chains—all types, sizes and finishes—and every link will hold for the purpose intended.



If interested tear out this page and place with letters to be answered.



Millions Have Bought It —*millions more need it!*

Millions of SHALER 5-Minute Vulcanizers have been sold to motorists.

Millions of other motorists are being induced, through our large advertising campaign, to want the SHALER 5-Minute Vulcanizer.

The dealers who sell it make the profits.

Dealers predict larger sales of SHALER 5-Minute Vulcanizers for the future than during the past. Larger repeat-sales—and profits for dealers—must follow.

SHALER 5-MINUTE VULCANIZER

Every sale of a SHALER 5-Minute Vulcanizer is *not* one sale and one profit alone—it means that more sales will follow from the same customer, because he needs to buy the Patch-and-Heat Units regularly for use with the SHALER.

This repeat business comes to you—and brings you regular profits—in addition to your profits from selling the SHALER Vulcanizer—and without any effort on your part.

Get Your Share of This Big Business—Order from Your Jobber Today!

Keep a good stock of SHALER 5-Minute Vulcanizers and SHALER Patch-and-Heat Units. Display them prominently in your windows and on your counters, so that motorists know you sell them. Our advertising will bring customers to your store—the SHALER sells itself. Order from your jobber today or write us at once for full information and catalog of the complete SHALER Line.

C. A. SHALER CO. 1511 Fourth Street Waupun, Wis.

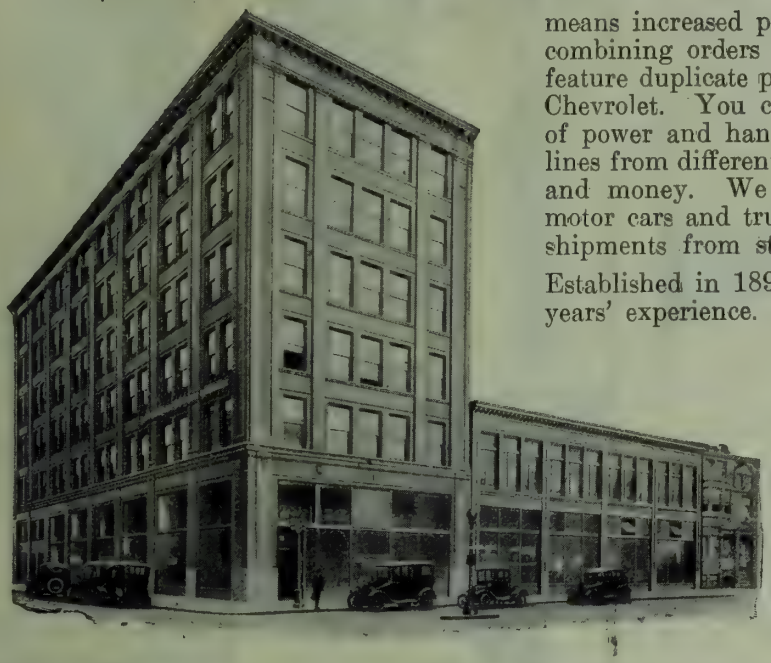
Oldest and Largest Manufacturers of Vulcanizers in the World.

If interested tear out this page and place with letters to be answered.

Automotive Accessories

International Service

Combined Buying



means increased profits. You save time and trouble by combining orders to us for all your requirements. We feature duplicate parts for popular cars such as Ford and Chevrolet. You can depend on us for shop equipment of power and hand tools. To attempt purchasing these lines from different factories, means extra expense in time and money. We can supply you with everything for motor cars and trucks, and can make quick, complete shipments from stock.

Established in 1896, the B-R Co. service is based on 24 years' experience.

Tools and Hardware, Garage Equipment, Bicycles and Tires, Cycle Supplies.

Write for Prices, Terms and Catalog. Special Proposition to Jobbers.

The Beckley-Ralston Co.

Chicago, U.S.A.

Branches—New York, San Francisco, Detroit, Pittsburgh and Kansas City. Cable Address—"Beckley." Codes—A.B.C. 5th Edition and Western Union.

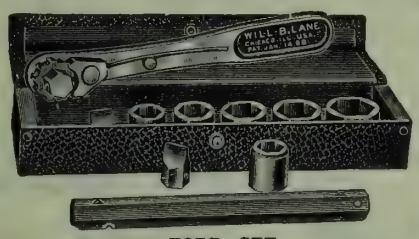
Lane's Handy Auto Ratchet Tools

A popular quick-selling line that interests your customers at once because of their ability to perform tasks where other wrenches fail.

The line comprises the "Standard" and "Ford" Sets of the Lane "Unique" Ratchet Wrench, the Lane "Super-Unique" Ratchet Wrench Set and the "Unique" Off-Set Ratchet Screw Driver.



SUPER-UNIQUE SET



FORD SET



STANDARD SET



OFF-SET RATCHET SCREW DRIVER

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

A line that meets many requirements and presents unusual selling opportunities for the dealer.

Manufactured by

Will B. Lane Unique Tool Co.

180 N. Dearborn St., Chicago, Illinois

If interested tear out this page and place with letters to be answered.

B·S·A

BRITISH MADE

The dealer who sells B.S.A. firearms holds a high place in the esteem of gun lovers.



And it is not strange, for the very men who made B. S. A. arms are themselves gun lovers of the highest order. Before them is one dominating ideal: The production of better guns.

The World's Finest Shot-Gun

The famous B. S. A. double barreled shot gun is typical of the entire B. S. A. line. Balanced with a nicety that gives "quick action," positively safe to use, mechanically constructed to give a smooth, even trigger-pull, they are easily superior to guns of far greater price. Placing a B. S. A. gun in your window invariably draws the passing out-of-door man to delighted inspection, for he, too, is quick to recognize in the B. S. A. gun all of the little details that mark the thoroughbred.

B. S. A. GUNS, Ltd., Birmingham, England

Sole Distributors for Canada

FRASER COMPANY

10 Hospital Street, Montreal, Canada

Stocks in Montreal—Write for Gun Booklet

Sole Distributors for U. S. A.

PRODUCTION EQUIPMENT CO., Inc.

5-9 Union Square, New York



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

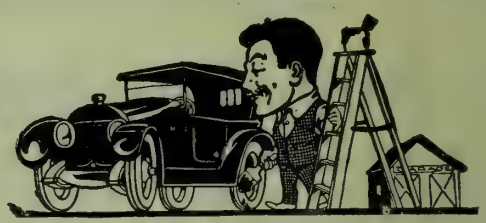


Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.

WINDSOR

It's Easy BEATS-ALL Way



Supply your trade with either

BEATS-ALL Liquid or Powder RADIATOR CEMENT

Two Sizes—Liquid 50c. and 75c.—Powder 35c. and 50c.



Why resort to a soldering iron?—Use BEATS-ALL.

It is safe and dependable. When left in radiator acts as a preventive for new leaks.

Guaranteed to repair leaks quickly and permanently.

Dealers—write to-day for our remarkable proposition. It will pay you.

Auto Specialties Mfg. Co.

FORT ERIE, CAN.

NEW RAJAH PRICES
SPARK PLUGS



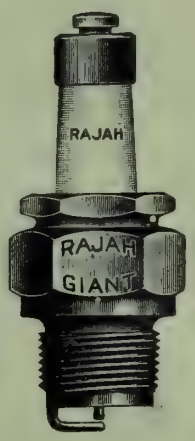
½" No. 2

Specially adapted for Ford, Overland, Studebaker. Can also be used in any motor made for ½" Standard plug.

Price, Plug $1.25
Price, Porcelain .75

RACE drivers use Rajah Plugs for a quicker pick-up, more power and higher speed. Special button top and quick detachable Rajah Terminal eliminates old style, inconvenient Thumb Screw. Simple construction, easily taken apart, cleaned and replaced. Parts interchangeable. Sturdy electrodes. Patented knife edge bushing adjusts itself to shoulder of porcelain, and permits heat expansion without injury to porcelain. Insulation highest grade, hardfire, heat-resisting porcelain.

For all pleasure cars, trucks, tractors, marine, stationary, motorcycle and airplane engines.



⅞-18 Giant

Also ½", ⅞-18 Long and ⅞-18 Extra Long—Firing point 1¼".
A big, sturdy, heavy duty type of plug for pleasure cars, trucks, tractors, marine and stationary engines.

Exclusive equipment Advance-Rumely Tractors.

Price, Plug $1.50
Price, Porcelain ..... .85



THE NEW WATERPROOF SHOCKPROOF, BREAKPROOF, DUSTPROOF RAJAH PLUG

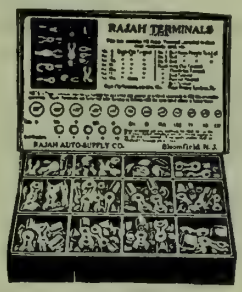
Furnished in all the standard thread sizes, wtih regular RAJAH Terminal fitting any cable.

RAJAH Ferrule Terminals, making a neater connection, will be furnished if a sample of cable is included with the order.

Used extensively during the War in Aviation.

Specially recommended for Unprotected Motors, Marine, Tractor, Stationary, Airplane, Motorcycle.

Price, Plug $1.75
Price, Porcelain ..... .75



Box Assortment Rajah Terminals

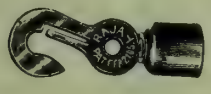
A very attractive silent salesman



Rajah Regular Clip Terminal
Fits any size cable



Rajah Thrust Clip Terminal



Rajah Hook Clip Terminal



Rajah Short Clip Terminal



Rajah Primary Terminal



THUMB NUT
With all Rajah plugs, unless otherwise ordered. Also Ball and Stud Adapters.

The Rajah Thrust Clip, Hook Clip, Short Clip and Primary are furnished with ferrules to fit any size cables

TO JOBBERS: We will gladly furnish further information.

Electros in appropriate sizes for newspaper and catalog use supplied on request.

MANUFACTURED BY

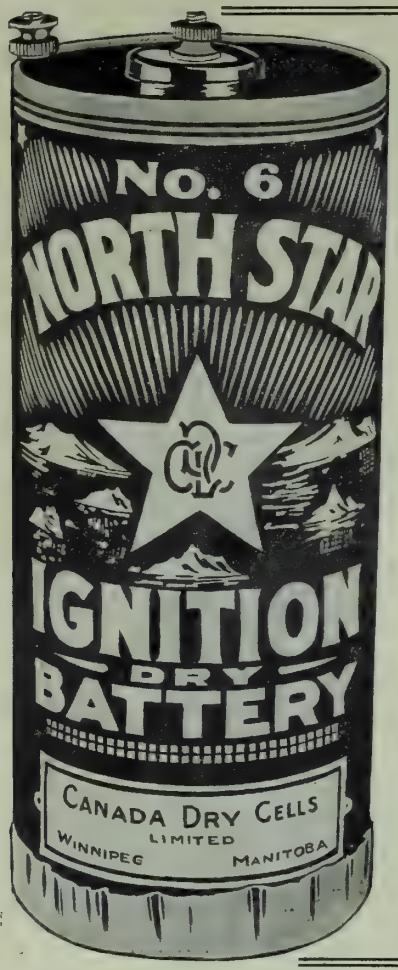
RAJAH AUTO-SUPPLY COMPANY, BLOOMFIELD, N.J.

Canadian Distributors:

The Canadian Fairbanks-Morse Co.
The Northern Electric Co.
Wood, Vallance & Leggat
The Motor Car Supply Co.
Motor Products, Ltd.
Bowman Bros.
J. H. Ashdown Hardware Co.
Millens B. C. Ltd.
Marshall Wells Co., Ltd.
John Millen & Son, Ltd.

Tear this out and file for reference

If interested tear out this page and place with letters to be answered.



North Star Batteries Stay Sold

Each sale of North Star Batteries invariably brings a repeat order. Induce a person to once try them and they become steady users of this dependable line. Purchasers can rely on them for full measure of service.

There's A Reason

North Star Batteries are made of the highest grade materials, and by our special process of manufacture we lengthen the life of each battery at no additional cost to the consumer. They are guaranteed that if used under ordinary conditions to give a stronger spark and last longer than any other battery manufactured in Canada, and the price is lower than any other battery.

Prepare For the Demand

The demand for North Star Batteries is daily increasing. Users recognize them as the ideal battery.

Order a stock—You'll find a ready sale and worth-while profit for them.



Your wholesaler or jobber can supply you, or write direct.

Canada Dry Cells Limited

WINNIPEG **MANITOBA**



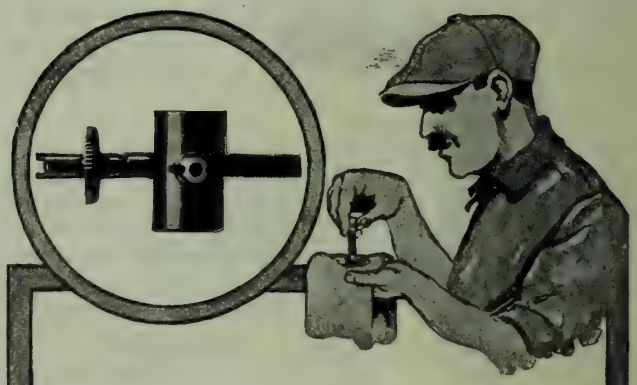
The easiest way to remove tires from split rims. Fits all types of cross cut demountable rims. Collapses, holds rim collapsed while changing and forces rim back on tire again.

Price $6.00

Sold by

NORTHERN ELECTRIC CO., Ltd.

Montreal, Quebec, Toronto, Winnipeg, Calgary, Edmonton, Halifax, Ottawa, London, Regina



First Aid to Damaged Valves

DON'T throw away the tube because the thread of the valve is injured. Repair it in a few minutes with this handy Schrader Universal 5 in 1 tool. It consists of: Tap, Die, Valve-inside Remover, Reamer, and Deflater. With it you can remove insides from valve stems, repair damaged cap threads, re-tap inside thread, ream damaged cap seat, deflate tubes. It will save you many dollars and yet costs only 45 cents anywhere in Canada.

Made in Canada by

A. SCHRADER'S SON, INC.

334 East King Street, Toronto

London, Eng., New York, Chicago

SCHRADER UNIVERSAL VALVE REPAIR TOOL

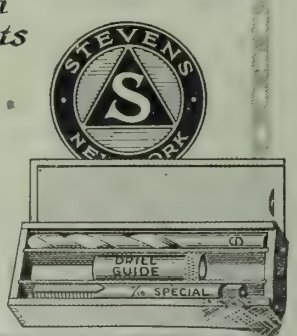
Removing Broken Ford Cylinder Bolts

A popular seller with all Ford owners. This set removes broken cylinder head bolts quickly—a frequent job on a Ford. Not necessary to take off cylinder head, for special guide holds drill accurately to line. Set consists of drill, guide and tap.

Send for Catalog 86-M.C.

Stevens & Company

375 Broadway, New York City



If interested tear out this page and place with letters to be answered.

NORTHLAND SKI MANUFACTURING CO.

SKI, TOBOGGANS, SNOWSHOES and ACCESSORIES

Best Sellers Liberal Profits None Better Made

Order now for next season.

Write for catalog and Price List.

NORTHLAND SKI MANUFACTURING CO., St. Paul, Minn.
Largest Manufacturers of Ski in the World.

CROWBARS



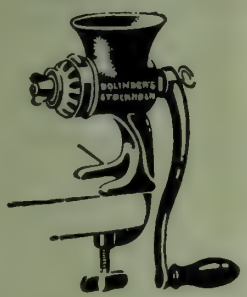
No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

BOLINDER'S

FOOD CHOPPING and MINCING MACHINES



THE "BOLINDER" FOOD CHOPPERS

Adjustable for chopping meat—coarse, medium or fine. Can be used to the same advantage for mincing fruit, vegetables, eggs, cheese, etc. Ahead of every other make on account of their many-sidedness.

Food Choppers made in 4 sizes.

The "BOLINDER" Mincing Machines

Are of the very highest standard. All surfaces are smooth to prevent the accumulation of dirt and to facilitate cleaning.

Made in 9 sizes

Both machines are constructed on the American system and all parts standardized to interchange with other machines of the same type.

The **Cutters** are of case-hardened Swedish steel, specially tempered and practically blunt-proof. The **Tinning** is extra heavily coated by expert workmanship with purest tin.

Exclusive selling rights granted to dealers where we are not actively represented.

For catalogues, prices and terms please write.

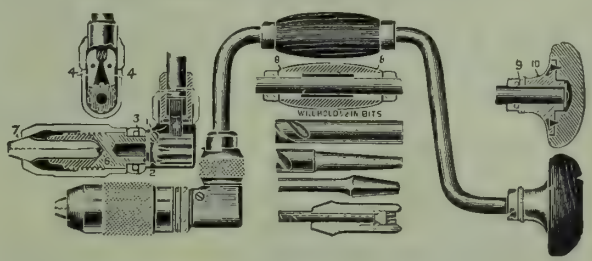


J. & C. G. BOLINDERS MEK. VERKST. A. B., STOCKHOLM, SWEDEN

VAUGHAN'S VANADIUM SUPERSTEEL BRACES

Like all Vaughan & Bushnell products these braces had to be better than ordinary braces before they could carry the Vaughan Vanadium Supersteel brand. Their development remedies the imperfections in or objections to the ordinary brace.

Many tools have so-called improvements—bait for the buyer. The improvements in Vaughan's Vanadium Supersteel Braces are practical, understandable—bait for the user.



The patented key of the socket frame attachment is a positive remedy for troubles inseparable from end screw attachment. Between socket and frame is a patented ball bearing construction, preventing wear, reducing friction and insuring smooth ratchet working.

The Vanadium Supersteel jaws are longitudinally milled and hold securely all bits up to one-half inch in size.

Made in four numbers with from 8 to 14-inch sweeps.

Your Hardware Jobber Will Quote You.

VAUGHAN & BUSHNELL MFG. CO.
For Fifty Years Makers of Fine Tools
2114 Carroll Ave., Chicago

Represented by ALEXANDER GIBB, 3 St. Nicholas Bldg., Montrea[illegible]

A Good Year-round Seller is within your reach. Seize this opportunity to stock

The "TWEED" Sanitary Chemical Closet

It will bring you surprising results.



Stamped out of Black Sheet Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded.

Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

Write for Catalogue.

STEEL TROUGH & MACHINE CO., LTD. : TWEED



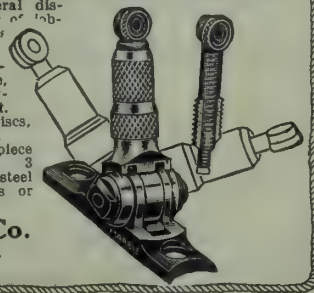
MARBLES GUN SIGHTS

and Cleaning Implements

Give some attention to these profit-making lines and watch your sales increase. These prices are list—liberal discounts—order of jobber—get Marble's trade catalog.

Flexible Rear Sight—Universal favorite, endorsed by hunters everywhere—**perfect rear sight.** Can't be injured if struck. 2 discs, $3.60—state make, model, caliber.

Jointed Rifle Rod—Strong as 1-piece rod—can't wobble, bend, break. 3 brass sections, 2 steel joints, steel swivel; 26, 30, 34 in. long, brass or steel, in sack. $1.10.



Marble Arms & Mfg. Co.
5350 Delta Ave., Gladstone, Mich.

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED IMMEDIATELY — FIRST-CLASS hardware man for head clerk in retail store. State age, experience and salary. Box 63, Hardware and Metal.

WANTED — EXPERIENCED HARDWARE salesman. Apply stating age, experience and salary to Mills Hardware Co., Hamilton.

SITUATIONS WANTED

ADVERTISER WITH 20 YEARS' EXPERIENCE in hardware business and good live connection in Alberta and B.C. is desirous of engagement from Jan. 1st. Hardware, Box 2263, Calgary.

OPPORTUNITIES ARE BEING OFFERED EVERY WEEK ON THIS PAGE. ARE YOU MAKING USE OF THEM

HARDWARE and METAL'S unique circulation as proven by the A B C Audit is due to 32 years of honest effort to give the retail trade the best possible service.

FOR SALE

HARDWARE STOCK AND PROPERTY FOR sale. Town of 800, on Provincial highway, good farming district; $10,000 stock. Retiring from business. Write Box 304, Hardware and Metal.

GOOD, CLEAN HARDWARE STOCK AND business for sale, established for nineteen years. Box 27, Hardware and Metal.

THE FOLLOWING COKE TIN PLATES IN stock at Toronto warehouse for immediate delivery: 254 packages, 112 sheets, 100 lbs. basis, sizes 15 x 30, 18¼ x 26¼, 18¾ x 28, 25 x 28, 22 x 26, and 19 x 28. Primes and Wasters. Box 341, Hardware and Metal.

HARDWARE STOCK AND BUILDINGS FOR sale in town of 1,500 in best farming and fruit-growing district in Grey County. About twelve thousand will handle. Stock can be reduced. Ill-health reason for selling. Turnover about forty thousand, can be increased. Box 18, Hardware and Metal.

FOR SALE—ONE CANADIAN HANSON VAN Winkle No. 5 Brass Tilting Barrel, 18" x 20", for cleaning and polishing small brass and steel products, price $150; 5,000 lbs. 4¼ x .018 Flat Bright Cold Rolled Steel in coils, No. 4 temper, bright finish, price $12 per 100 lbs. The Newell Mfg. Co., Limited, Prescott, Ont.

TINSMITH'S TOOLS; NEARLY NEW SET FOR sale. Box 19, Hardware and Metal.

FOR SALE—QUANTITY OF BLACK AND GALvanized pipe of different sizes, also Copper Pipe of different sizes and gauges. Send your inquiries to the Collingwood Shipbuilding Company, Ltd., Collingwood, Ont.

FOR SALE—OLD STYLE 8-FOOT TINSMITH'S brake. J. C. McFadden, 322 Danforth Ave., Toronto.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.
St. John's, Nfld.	

Reputation gained by long years of vigorous, conscientious and successful work.

John A. Thompson — General Manager Western Canada

TORONTO

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, Laprairie (Montreal), Que.

ARTICLES WANTED

WANTED—SHOTGUNS, TEN AND TWELVE gauge. Give description, price, quantity. Thomas G. Scott, Dunnville, Ont.

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Cannon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.

Manufactured only by

THE CANNON OILER COMPANY

Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

POULTRY LEG BANDS. EAR TAGS AND BUTTONS FOR STOCK

F.S. BURCH

Retail Prices	
Single Spiral Colored Bands	$1.00 for 100
Ribbon Bands Colored	$1.65 for 100
Challenge Adjustable Bands	.90 for 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

RIDEAU SPECIALTY CO.
MANUFACTURERS. SMITHS FALLS, ONT.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

WHEN WRITING TO ADVERTISERS PLEASE MENTION THIS PAPER.



SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 218 State St., BOSTON

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO
175 WILLIAM ST. NEW YORK

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

Quotations from
MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment

Price List on Application

Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.



Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

Sash Weights Wall Washers

All Kinds of
Plain Duplicate Gray Iron Castings

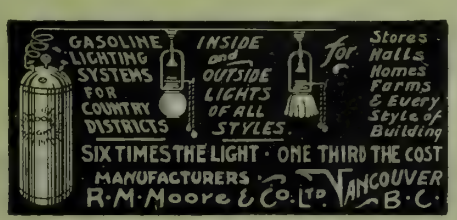
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.



BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED

KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes. etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

Machinery Special Babbitt

(Copper Toughened)

is the best all-round Crusher Babbitt made. Let us prove it. Once used, always used.

The Dominion Metal Co., Ltd.
Sherbrooke, Que.

CLIMAX PAPER BALERS



ALL STEEL — FIREPROOF

"Turns Waste into Profit"

12 SIZES

Climax Baler Co.
Hamilton, Ont.

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

Northern Tape *Electric* Splice

insist on these Brands

Northern SPECIAL
VICTOR NOR-EL-CO

Northern Electric Company
LIMITED

If interested tear out this page and place with letters to be answered.

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If interested tear out this page and place with letters to be answered.

O.P.W.

Trade Mark Registered

"Paints and Varnishes for Every Purpose"



O. P. W. Agents smile;
Sales are good
And well worth while.
These Agents find
Consumers kind—
They're satisfied in purse and mind!

"Save the surface and you save all" Paint & Varnish

Clean Up for the Holidays

That will soon be the main thought in many homes. The holiday season is one of hospitality in most homes, a time when the housewife wants the house to look its best. Not only are homes put in thoroughly good order in the ordinary sense of "cleaning up," but much interior painting and varnishing is done to prepare for expected guests.

It is none too early to look over your stock and be prepared for this holiday need. It is a simple matter to direct the attention and thought of your customers along the line of "Cleaning up for the Holidays." Jog their memories and close these sales.

An O.P.W. Agency is Good to Have.

Ottawa Paint Works Limited

OTTAWA

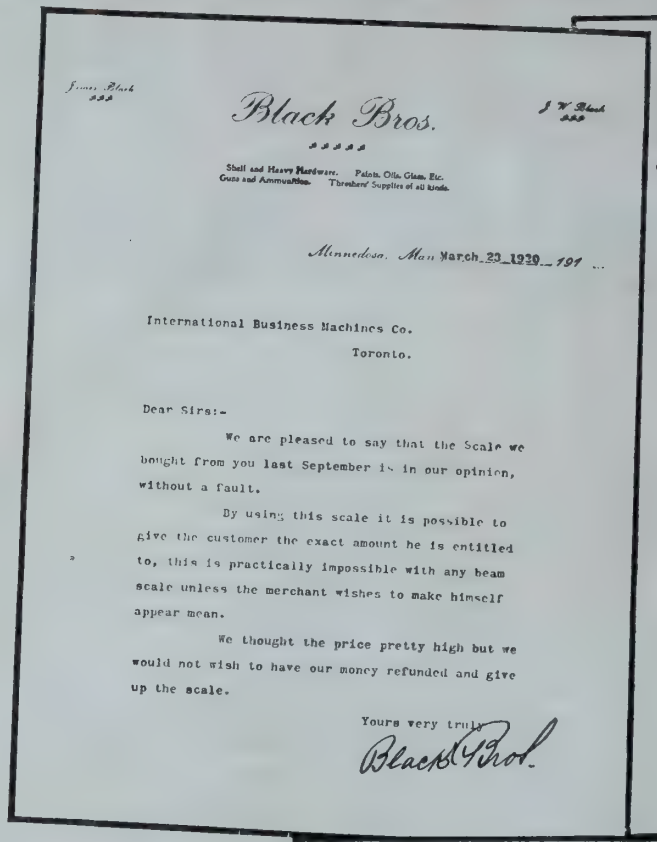
Canada

Branches: Montreal, Toronto, Vancouver

"WE SHOULD HAVE HAD IT YEARS AGO"

This is the Story Told by Satisfied Users of

THE INTERNATIONAL DAYTON HARDWARE SCALE



Black Bros.

Shelf and Heavy Hardware. Paints, Oils, Glass, Etc.
Guns and Ammunition. Threshers' Supplies of all kinds.

Minnedosa, Man March 29 1920 191

International Business Machines Co.
Toronto.

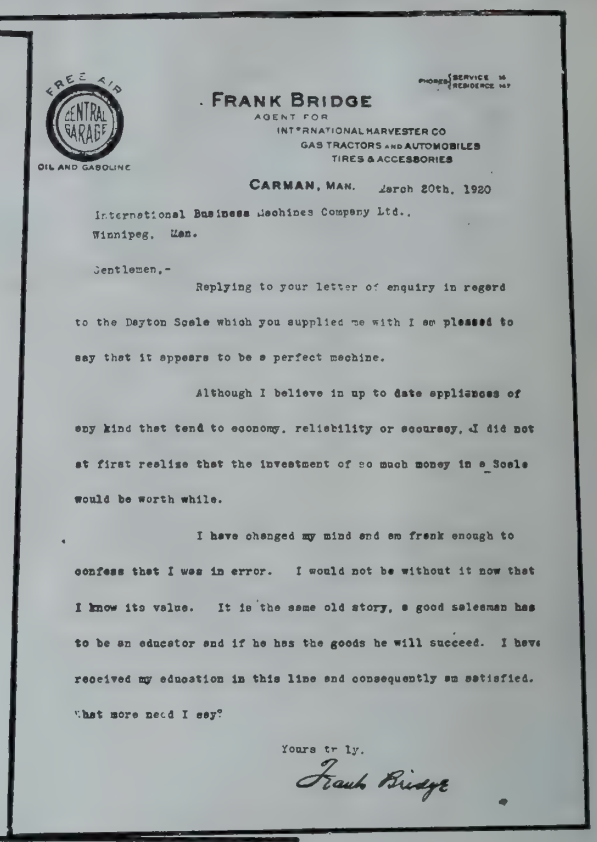
Dear Sirs:-

We are pleased to say that the Scale we bought from you last September is in our opinion, without a fault.

By using this scale it is possible to give the customer the exact amount he is entitled to, this is practically impossible with any beam scale unless the merchant wishes to make himself appear mean.

We thought the price pretty high but we would not wish to have our money refunded and give up the scale.

Yours very truly
Black Bros.



FREE AIR CENTRAL GARAGE
OIL AND GASOLINE

FRANK BRIDGE
AGENT FOR
INTERNATIONAL HARVESTER CO
GAS TRACTORS AND AUTOMOBILES
TIRES & ACCESSORIES

PHONES SERVICE 16 RESIDENCE 147

CARMAN, MAN. March 20th. 1920

International Business Machines Company Ltd.,
Winnipeg. Man.

Gentlemen,-

Replying to your letter of enquiry in regard to the Dayton Scale which you supplied me with I am pleased to say that it appears to be a perfect machine.

Although I believe in up to date appliances of any kind that tend to economy, reliability or accuracy, I did not at first realize that the investment of so much money in a Scale would be worth while.

I have changed my mind and am frank enough to confess that I was in error. I would not be without it now that I know its value. It is the same old story, a good salesman has to be an educator and if he has the goods he will succeed. I have received my education in this line and consequently am satisfied. What more need I say?

Yours truly.
Frank Bridge

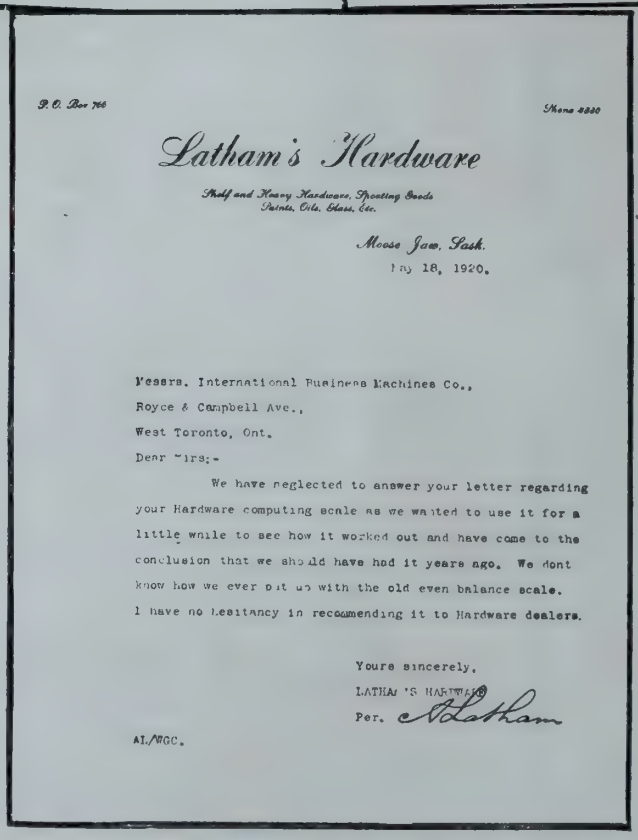
It Speeds Up Service

The experience of big, busy hardware stores all over Canada runs parallel to that of the merchants whose letters are reproduced here.

New International Daytons are being added to their equipment.

The Dayton saves time and money every time anything is weighed.

It prevents overweight and safeguards profits.



P.O. Box 706 Phone 2330

Latham's Hardware

Shelf and Heavy Hardware, Sporting Goods
Paints, Oils, Glass, Etc.

Moose Jaw, Sask.
May 18, 1920.

Messrs. International Business Machines Co.,
Royce & Campbell Ave.,
West Toronto, Ont.
Dear Sirs:-

We have neglected to answer your letter regarding your Hardware computing scale as we wanted to use it for a little while to see how it worked out and have come to the conclusion that we should have had it years ago. We dont know how we ever got up with the old even balance scale. I have no hesitancy in recommending it to Hardware dealers.

Yours sincerely,
LATHAM'S HARDWARE
Per. A Latham

AL/MGC.

Why It Pays for Itself

Here are some of the features which make the International Dayton Hardware Scale an investment for profit:

Total Adder — Computes quickly selling prices in large quantity sales.

Wire Rack — Weighs coils too large for platform.

Counting Scoop — automatically counts nails, screw bolts, etc. It helps you to take stock.

INTERNATIONAL BUSINESS MACHINES CO. LIMITED

F. E. MUTTON, Vice-President and General Manager

HEAD OFFICE AND FACTORY, 300-350 CAMPBELL AVENUE, TORONTO

HALIFAX 44 Granville St.	ST. JOHN 18 Germain St.	QUEBEC 506 Merger Bldg.	MONTREAL 1 and 3 Notre Dame St. W.	OTTAWA 188 Queen St.	TORONTO 415½ Yonge St.	HAMILTON 228 King St. E.	LONDON 489 Richmond St.
	WALKERVILLE 44 Lincoln Rd.	CALGARY 127 6th Ave. W.	WINNIPEG 227 McDermott Ave.	SASKATOON 254 3rd Ave. S.	EDMONTON 10118 102nd Ave.	VANCOUVER 110 Water St.	

Makers of International Electrical Tabulators and Sorters

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII. No. 47 | THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA | NOVEMBER 20, 1920

"Save the surface and you save all" Paint & Varnish

Fullest Value to Dealer and Customer

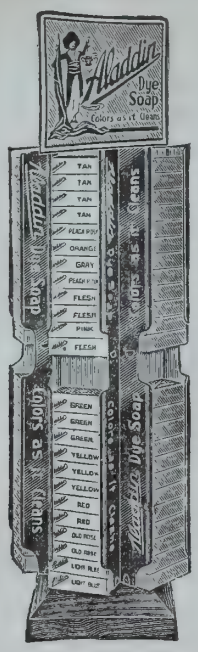


MARTIN-SENOUR PAINT & VARNISHES

Eloquent proof of the popularity of Martin-Senour 100% Pure Paint is furnished by the fact that **the gallonage sold to the Canadian Paint Consumer exceeds the sales of any other brand.** The further fact that more dealers are selling Martin-Senour 100% Pure Paint than any other brand is conclusive proof of its unequalled selling value.

The M.S. Agency will connect you with the demand for 100% Pure Paint and the other popular M.S. Products. May we write you full particulars?

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX



Makes Quick Turnover

The Aladdin Revolving Display Stand is proving itself to be a real salesmaker for the merchant who sells Aladdin Dye Soap.

Customers almost invariably give the Revolving Display Stand a turn, to see the variety of beautiful colors of Aladdin Dye Soaps. And having read the large-space Aladdin advertisements in the leading publications, they quite naturally decide to try a cake.

Every Aladdin sale is the forerunner of many more Aladdin sales. The only part you play in the transaction is to ring up the cash as you take it in. Order one gross of Aladdin Dye Soap—now—and get this handsome Revolving Display Stand free. Set it on your counter, and note the rapid turnover of Aladdin Dye Soap.

CHANNELL CHEMICAL CO.,
LIMITED

Distributors **TORONTO**

HARDWARE AND METAL, November 20, 1920. Volume XXXII., No. 47. Published every Saturday at Toronto. Yearly subscription price, $4.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



VALUE

Samson Roofing is the most economical because of its quality.

It will give longer and better service per dollar invested.

You can sell it to your customers with full confidence that they will get value for what they pay —your guarantee is the name that appears on every roll:—



SAMSON ROOFING

H. S. HOWLAND, SONS & CO.
LIMITED
TORONTO



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UNIVERSAL



UNIVERSAL

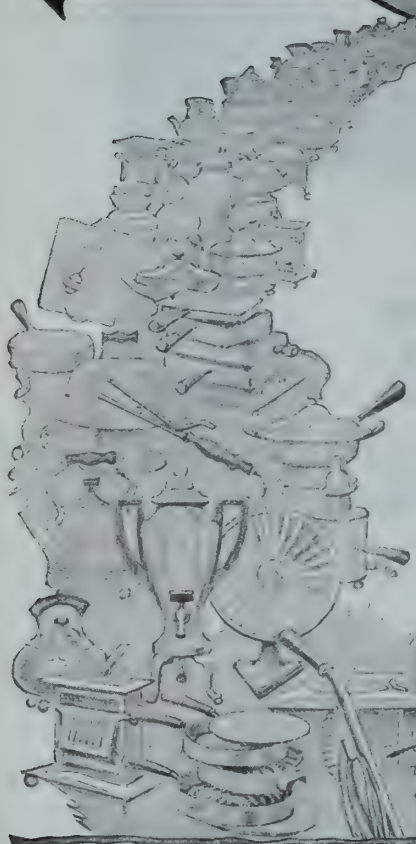
The Latest Achievement In The Great Line of UNIVERSAL SUCCESSES

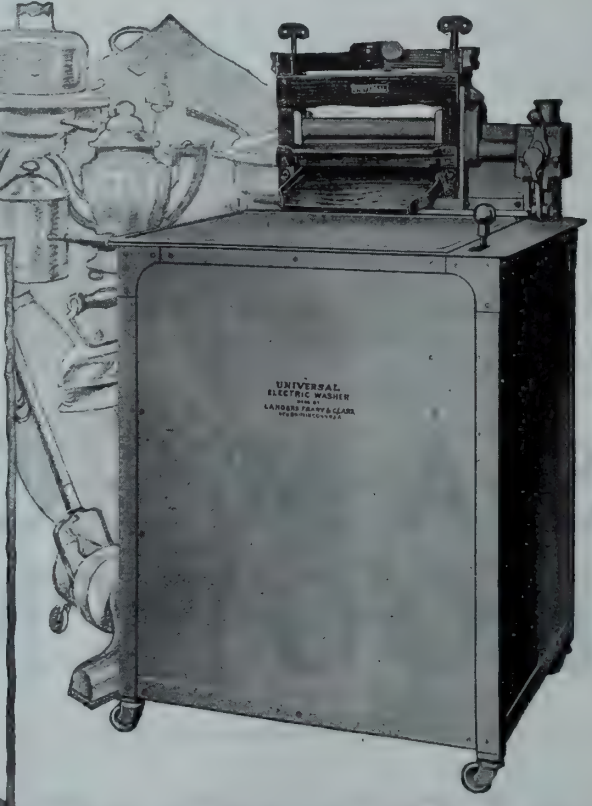
The line of Universal successes traces back to an organization which has never been content to make merely acceptable products nor to stop at achieving ordinary results.

The new Universal Electric Washer is the typification of advanced designing —the culmination of progressive experience in producing Electric Home Needs of surpassing quality.

The Universal is a **perfected** washer destined to win the confidence and preferment of housewives, who, for years, have had unwavering faith in Universal products. It will bring full realization of their exacting ideals and prove in service far superior to its price.

Write for Special Bulletin which pictures and describes the Universal Washer in detail.





UNIVERSAL

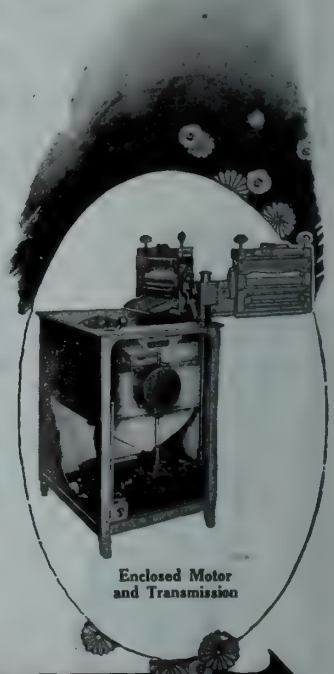
"The Washer That Needs No Watching"

Simplicity and sturdiness for service without servicing.
Has combined advantages of revolving and oscillating types.
Motor and transmission mechanism entirely enclosed in handsome cabinet.
Quick-draining, galvanized tub with settling zone.
Non-sagging, swinging wringer locks in four positions.

Canadian Representative:

A. MACFARLANE & CO., LTD.
Montreal Quebec

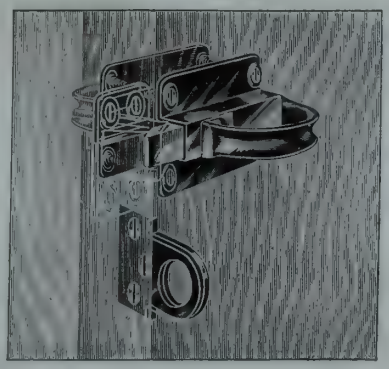
LANDERS, FRARY & CLARK
New Britain, Conn.



Enclosed Motor and Transmission

UNIVERSAL ELECTRIC WASHER

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No. 1240

Two Latches With Selling Points That Make Sales

No. 1240 Barn Door Latch

A durable, common-sense latch with japanned frame and handles, tinned bolt and a sherardized spring of piano wire that cannot rust. A dependable latch that operates effectively and gives smooth, reliable action that wins friends and permanent, lasting trade for the dealer who sells it. Packed one-quarter dozen in a carton, including padlock eyes. Weight, 175 lbs. per case.

The "Challenge" Latch

This desirable latch possesses more points of quality and value—selling points—than any other thumb latch on the market. It is made entirely of wrought steel and it is absolutely impossible for the thumb piece to work loose or get out of place.

Packed one-half dozen in a box. 12 dozen in a case. Weight, 190 lbs. per case.

Canada Steel Goods Co., Limited

Hamilton - Canada



The Challenge

If interested tear out this page and place with letters to be answered.

Decorative Wall Burlap

This wall covering is made in Drab, Green and White Shades

We also make

DOUBLE-SIZED BURLAP

Done up in lengths of either 30 or 60 yards. In widths of 30-36-45-54-60-72 and 90 inches, but can be split to any width desired.

Owing to the war, it has, until recently, been practically impossible to secure the right kind of canvas with which to make this popular Wall Covering. We are now glad to advise that suitable canvas is again procurable.

Decorative Wall Burlap can be used anywhere, where a combination of beauty and comfort is desired. It is economical and sanitary.

When dusty or finger-marked, it can be cleaned by simply passing a damp cloth over surface, and when desired, coloring can be readily changed by painting another shade. Does not fade or shrink, and can be used to cover and hold together walls that are draughty or badly cracked.

A Ready Seller With Quick Turnover.

Sample Book and Price List on Application.

Manufactured by

Dominion Oilcloth & Linoleum Co., Limited

MONTREAL

If interested tear out this page and place with letters to be answered.

Floor Cloth Stove Mats

Made in attractive designs in the following sizes:

3	x	3	feet
3	x	4½	"
4½	x	6	"
6	x	6	"

Moderate priced and serviceable

We call them Stove Mats because primarily they were manufactured for that purpose, but now they are used for many other purposes, such as :

Cover up worn-out spots on carpets or oilcloths.

On floor in front of sinks, stoves, refrigerators, or any place where wear is heavy.

In toilet, bath-rooms or cupboards.

In vestibules, porches or halls.

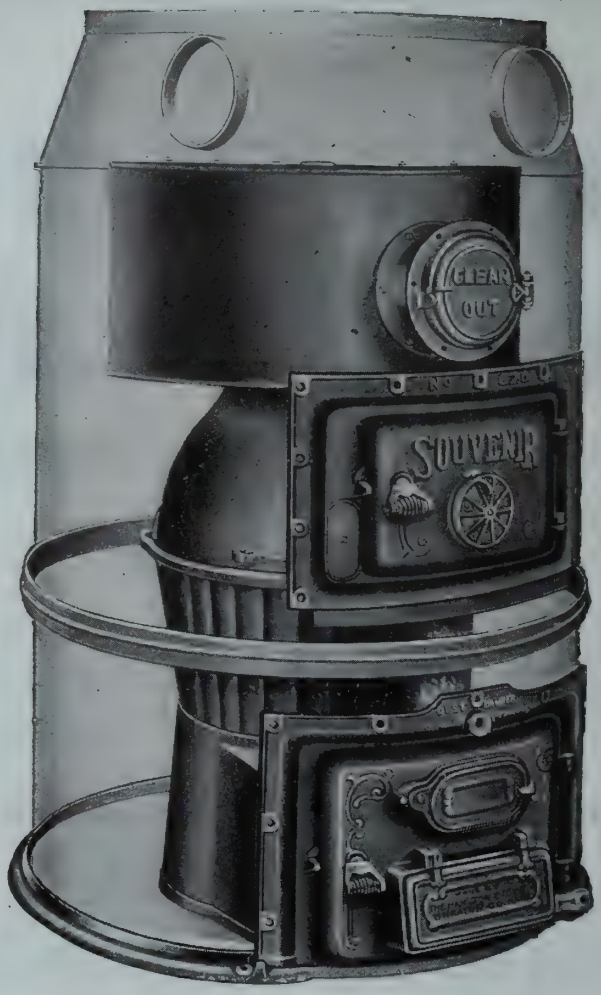
We will be glad to send Paper designs with Quality Sample and Prices.

Manufactured by

Dominion Oilcloth & Linoleum Co., Limited

MONTREAL

If interested tear out this page and place with letters to be answered.



"SOUVENIR"

WARM AIR FURNACE

BURNS COAL OR WOOD

For small houses there is no better furnace than this Souvenir. Many dealers have specialized in selling it exclusively for years because it has never failed to give complete satisfaction. Write us for further particulars—our new Stove and Furnace Catalogue is ready.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives:

F. C. MOORE, 134½ Higgins Ave., Winnipeg **W. C. CHESTER, Hamilton Street, Vancouver**

If interested tear out this page and place with letters to be answered.

WILT

HIGH SPEED AND CARBON TWIST DRILLS, REAMERS AND MILLING CUTTERS





STOCK MODERN TOOLS

Hardware Men

Don't be caught napping. Stock up now on stock tools—Quality tools. They are the heart of any manufacturing industry. Wilt High Speed and Carbon Twist Drills, Reamers and Milling Cutters are leaders of quality. They cut faster, more accurately, require less power, less regrinding, give longer service and cost no more than ordinary tools.

Where there's a WILT—There's the Way.

Ask your Dealer or write direct for our Catalogue "C."



Wilt Twist Drill Company

of Canada, Limited

WALKERVILLE ONTARIO

Trade WILT **Mark**

If interested tear out this page and place with letters to be answered.

"Gutta Percha"

TIRES AND ACCESSORIES

Sell Easily at Good Profit

Tubes

Made of pure para rubber by experts and thoroughly tested before leaving the factory.

Ajax Patches

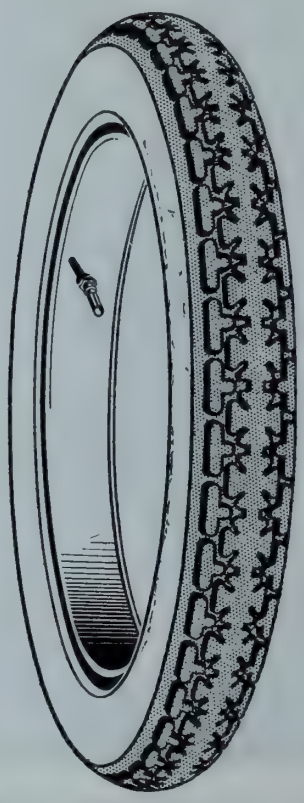
Put on with your two hands. Tube can be used immediately and the patch will not pull or creep with friction.

Weldacut

For sealing up small cuts in the tread of tires and for repairing tubes.

Running Board Mats

Serviceable, long-wearing rubber mats which prevent slipping on the running board and add to the appearance of your car.



CROSS TREAD

Interliners

They strengthen worn casings and practically eliminate blow-outs. They add miles to the life of a tire.

Blowout Patches

Suitable for blowouts or rimcuts. They should always be carried in case of blowouts. Tire will not leak again in the same place.

Talc Powder

Prevents tube from becoming over-heated and adhering to the cover. Equipped with sifter top.

Pedal Rubbers

The foot does not slip on pedals equipped with pedal rubbers. Perfect foot contact insures quick control.

Gutta Percha & Rubber, Limited

HEAD OFFICES & FACTORY - TORONTO

BRANCHES: HALIFAX, MONTREAL, OTTAWA, FORT WILLIAM, WINNIPEG, REGINA, SASKATOON, CALGARY, EDMONTON, LETHBRIDGE, VANCOUVER, VICTORIA

If interested tear out this page and place with letters to be answered.

Coal

Many Other Styles

Illustrations and prices

Fireplace Fenders

Enquiries solicited for Fireplace Fenders and Electric Grates. Special size Fenders made to order. Illustrations and prices supplied on request. Immediate shipments from stock. Don't overlook this popular line.

TO-LO-CO

REGISTERED TRADE MARK

Baskets

Carried in Stock

of entire line on request

Electric Grates

This line is proving an excellent salesmaker for retail hardware stores. A sample for demonstration in your store will bring you much desirable business. Ask us about it.

Prompt From



No. 150—18 in by 9 in.

Shipments Stock



No. 1—22 in. by 12 in.

Address
Patterson
Place
Toronto
Canada



No. 6—22 in. by 12 in.

No. 12—18 in. by 12 in.
No. 13—20 in. by 12 in.



No. 14—22 in. by 12 in.

TORONTO LOCK TO-LO-CO MANUFACTURING CO.

If interested tear out this page and place with letters to be answered.

Genuine Ford Parts For Sale Here

Look for this sign:

Service

DURING the rush season it has been difficult to give your Ford Truck the attention that is demanded.

Your truck has rendered good service to you. Now is the time for you to give some service to it.

Remember that 100% efficiency means lowest running costs. Have your Ford Truck overhauled by your Ford dealer—and let him quote you a price for systematic inspection.



Ford Motor Company of Canada, Limited
Ford, Ontario

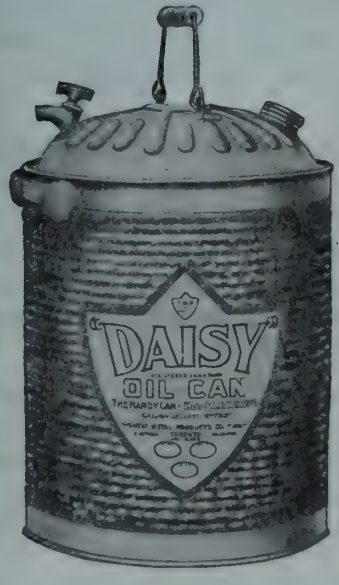
41

If interested tear out this page and place with letters to be ***answered.***

Hot Galvanized Ware That Won't Stay Long in Stock



Straight Pattern.
Hot Galvanized Pail.



Daisy Oil Cans.
Corrugated.
Hot Galvanized.

WE are glad to be able to announce that we can once again fill your orders for these two fast-selling *SMP* lines. Our Hot Galvanized Ware needs no further introduction, and these two articles are especially worthy of us.

The pail or bucket is of the straight pattern. It will please you and your customers with its smart, clean appearance, and its long term of service. Dipped one by one into a bath of molten zinc spelter—galvanized last, not first.

The Daisy Oil Can, illustrated here, is proving a gratifying and popular success everywhere. It deserves popularity, because it is strongly put together; it is nicely balanced and it absolutely cannot leak or sweat. Like the buckets, Daisy Oil Cans get their finishing bath of spelter after everything else has been done to them. Consequently the zinc fills up all crevices, seams and corners.

Your orders for these lines will be filled promptly on their receipt by us.

Shipments Made Promptly

SMP "QUALITY"

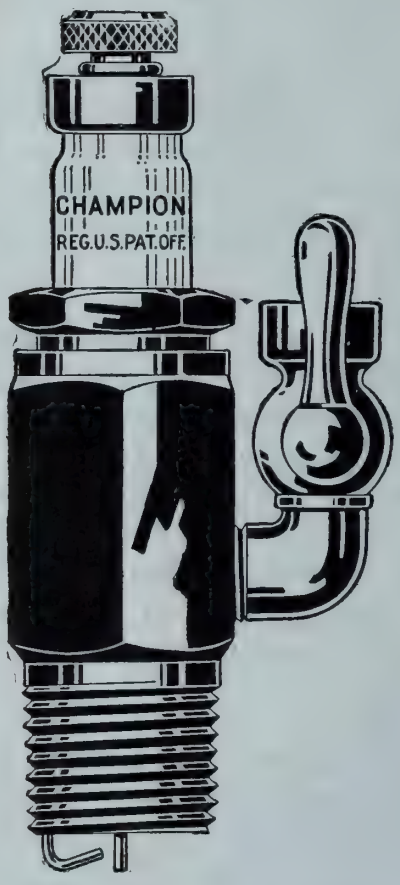
The Sheet Metal Products Co., of Canada Limited

Montreal TORONTO Winnipeg
Vancouver

If interested tear out this page and place with letters to be answered.

Champion

Priming Plugs



Champion Priming Plug

H-14-½ inch
H-44-⅞ inch-18
Price $1.50.

Cold Weather Spark Plugs

Every motor car owner needs Champion Priming Plugs in his motor from now till the end of cold weather.

They put quick life into a cold motor, insure a prompt, sure start—because they place the gasoline right into the heart of each cylinder, where it catches the spark at the first turn of the engine.

Champion Priming Plugs not only make it easy to run a car all winter, but they eliminate unnecessary cranking, conserve gasoline and minimize wear and tear on starter and batteries.

Champion Priming Plugs are all equipped with our famous "3450" insulators, which have demonstrated their ability to withstand quick changes from zero cold to intense heat and have a breakage resistance to shock and vibration which makes them practically indestructible.

Champion Priming Plugs maintain your spark plug sales during the winter season. It's good business to have a stock on hand to give a better service to your customers. They will expect you to be able to supply them.

Order them from your jobber to-day.

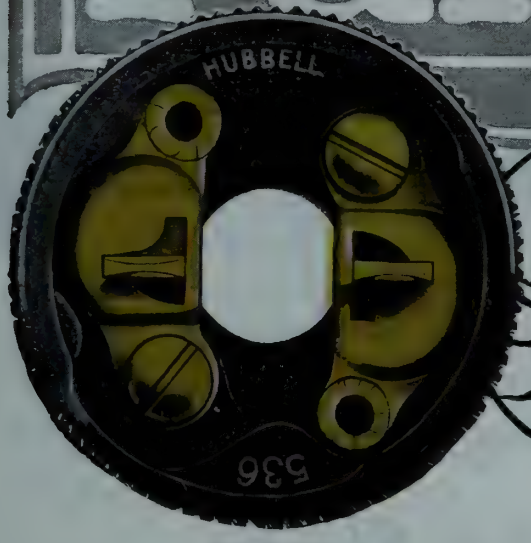
Champion Spark Plug Company Of Canada, Limited

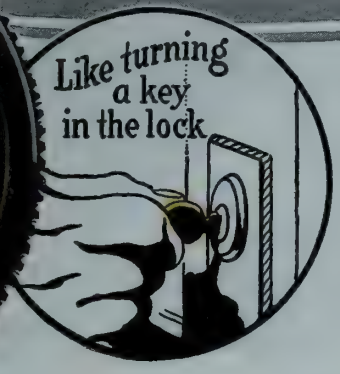
Windsor, Ontario

Largest factory in Canada making Spark Plugs exclusively and the only one making Champions.

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Paraline





Paraline

CAP

The *new* HUBBELL

Convertible

Attachment Plug Cap

with the Blades that Turn

In one simple device PARALINE replaces three distinct types of attachment plug caps. A twist of the fingers aligns the blades to fit **tandem** slots. Turning one blade at right angles adapts the cap to fit a **polarized** receptacle. Turning the other blade, so that both are parallel, provides a cap that may be used with a current outlet having **parallel** slots.

The manufacturer, the jobber and the consumer benefit by this three-fold utility. Any electrical device, operating from a lighting circuit, may be equipped with this Hubbell Convertible Cap No. 6671, and be instantly available at millions of standard current outlets **already installed.**

PARALINE—remember the name.

Ask your Jobber—or us



Just turn the Blades to match the Slots





HARVEY HUBBELL COMPANY

OF CANADA LIMITED

ELECTRICAL SPECIALTIES

TORONTO CANADA

HUBBELL REG. CAN. PAT. OFF.

If interested tear out this page and place with letters to be answered.



This Man Timed a Shave

Have you noticed what a demand there has been for time and labor saving devices for use in homes and business places? Men (and women too) are buying those things that help them save minutes.

That is why more and more men are shaving themselves. They avoid wasting time waiting in barber shops.

That is also the reason that so many men are buying and using standard razors—razors that are always ready to strop and shave.

The man who uses a GENCO Razor does not have to assemble it, run the blade through a separate stropping device, insert the blade in the razor and then adjust it before he actually begins to shave. Just a few licks on a good strop and a Genco Razor is ready for the man's face.

Then after the shave there is nothing to be taken apart, no teeth to be picked, no blowing out of lather and water. Simply wipe the lather from a GENCO and dry it thoroughly to prevent rust.

Those are some of the reasons for the continually increasing demand for Genco Razors. Here are a few more:

They are guaranteed.

They are nationally advertised.

They are made in a variety of grinds and bevels. There is a Genco Razor for every kind of beard and skin.

Dealers' Helps

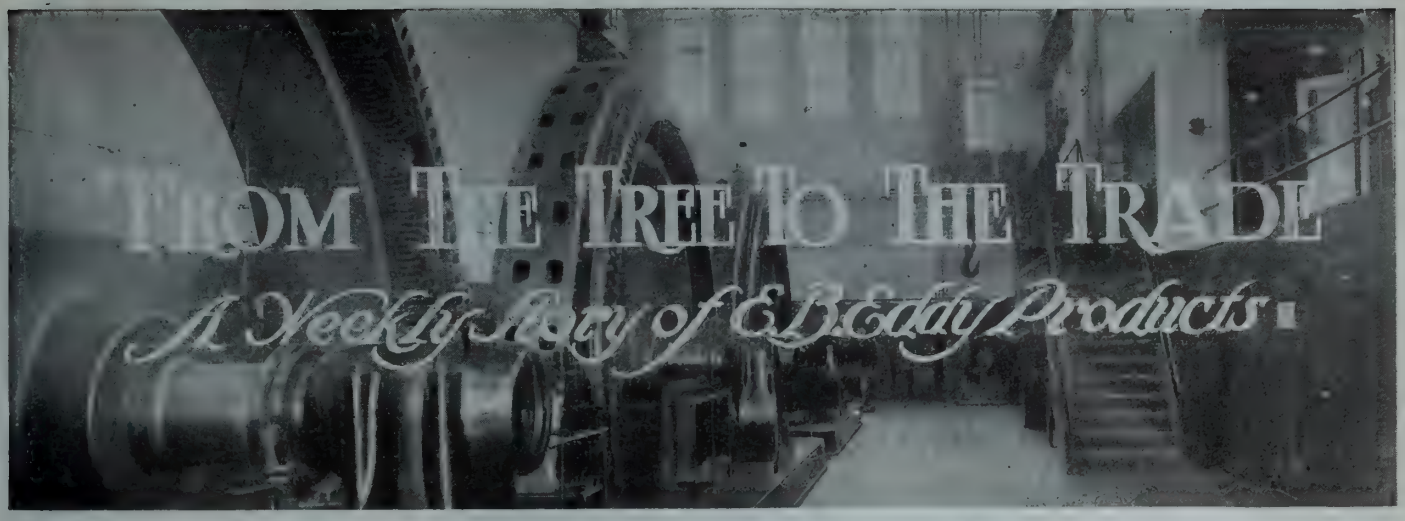
Window display material, dealers' mailing folders, newspaper and catalogue electrotypes will be supplied free to all Genco dealers. Write to our Winnipeg office or to the factory for the material you need.

Geneva Cutlery Corporation

159 Gates Ave. Geneva, N.Y.

Winnipeg: 332 Bannatyne Ave.

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Story for Week Dated November 20, 1920. Being No. 32 in the Series

Making Wood Pulp Into Paper at the Eddy Plant

PURE sulphite pulp when in the form of sheathing, dried and ready for shipment, or for lining the walls of buildings, is very like paper in appearance, but it is not paper by any means. Its surface is glossy and almost silky; it is light and firm and strong, but it would never do to write on, or print on, or wrap up parcels with, or make into paper bags, or use in any way as paper is used. It is, in fact, still a good deal more wood than paper, and under close examination the wood fibre can be easily detected in it. But this wood pulp is the basis of paper, and the processes of making papers of all kinds at the E. B. Eddy plant are very interesting indeed.

To begin with the pulp goes to the "beaters," in which by a prolonged and steadily thorough mixing process the strong, though tiny and flexible wood fibres are smoothly "combed" into orderly arrangement and mingled with the various other substances which compose paper. These other substances vary of course according to the kind and quality of the paper being manufactured, but they include such materials as talc or china clay to make the paper smooth and opaque for printing upon, aniline tints to keep its color right, and a little liquid rosin to "size" the paper and prevent inks from blurring when laid upon its surface by either pen or printing press.

The machinery of the beaters consists of a cylindrical roller fitted with steel or bronze blades which revolve over a bedplate fitted with similar blades. Powerful paddles send the pulp steadily through beneath the roller, and between the blades, which are brought gradually closer during the process until the fibres and ingredients are smoothly mixed. Then the mixture is ready to flow on to its next stage, pausing for a time in the "stuff-chest," where it is kept constantly in motion lest the ingredients settle to the bottom.





Wet Sulphite Pulp on its way to become Eddy Paper

IN the picture above you can see the great snow-white "blankets" of E. B. Eddy Company pure sulphite pulp on a wagon being delivered at one of the Eddy paper factories at Hull. This load of sulphite pulp has come from the Eddy Company Sulphite Plant, pictures of which you have seen in previous articles in this series. You might easily imagine the load on the rig to be some kind of pure white wool or perhaps cotton fabric. Yet it is simply the pure wood pulp or fibre manufactured by wonderful Eddy Company processes from trees which were growing a few years ago, and again illustrating the famous Eddy Company slogan:—

"From the Tree to the Trade"

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Stove Pipes on Hand Ready for Delivery on a Moment's Notice.

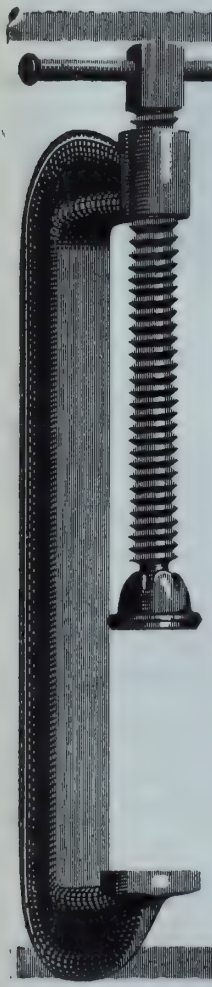
Prices on Application.



The much advertised Daisy Ash Sifter Ready for Delivery

SOREN BROS., LTD.

138-166 Van Horne Street
TORONTO



WILLIAMS' SUPERIOR DROP-FORGED CLAMPS

THERE'S a Williams Clamp for every purpose.
If it's extreme strength and heavy service—Williams' "Vulcan" line provides both.
11 sizes, ¾ to 12½ inches capacities.
If it's general utility—without need for maximum strength—Williams' "Light Service" line will fit the case, 8 sizes, 2 to 12 inches capacities.
If it's stability and utility—medium service—Williams' "Agrippa" line offers the solution. 7 sizes, 4 to 18 inches capacities.
If it's Tool Room work requiring comparatively small openings of jaws—Williams' "Vulcan" Tool Makers' line should be chosen. 4 sizes, 1 to 4 inches capacities.
All are made of a special, high-grade steel. After forging they are submitted to a refining process, or "heat treatment," which increases their stiffness and strength and reduces the liability of springing.

ENGINEERS' TOOLS BOOKLET ON REQUEST

J. H. Williams & Company

"The Drop-Forging People"

30 So. Clinton St., Chicago, Ill. 30 Vulcan St., Buffalo, N.Y. 30 Richards St., Brooklyn, N.Y.
The A. G. Low Co., Ltd., 30 Pacific Ave., Saskatoon, Sask., Agents for Manitoba, Saskatchewan, British Columbia and Alberta

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CANADA
FOUNDRIES & FORGINGS
LIMITED

A DIFFICULT AXE TO BORROW



No matter how good a fellow a lumberjack may be he will kick about loaning his 444.

See Your Jobber

JAMES SMART PLANT
BROCKVILLE, CANADA

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You've a brisk "home" market for Columbia Hot Shot Dry Batteries this Christmas



THE youngsters demand "live" toys—*electric* toys—things that "go." The whole family enjoys the fascination and educational punch o the model wireless plant, street car, telegraph line, motor, lighting system, etc. All kinds of electric novelties are now priced within reach of every youth—and sold everywhere. It'll be an Electrical Christmas.

The Columbia Hot Shot Dry Battery—one simple, single battery of several cell power—is the portable, safe, inexpensive package of electricity that the kids can ote around.

Are you stocked to sell Columbia Hot Shot Dry Batteries for lighting Christmas trees and to run all these popular electric devices? Columbia Dry Cells and Hot Shots are now packed in attractive ASSORTMENTS. Write for descriptive circulars TO-DAY.

CANADIAN NATIONAL CARBON CO., LIMITED

HILLCREST PARK - TORONTO

121142043

Columbia Hot Shot and Multiple Dry Batteries

If interested tear out this page and place with letters to be answered.



We Have

GURNEY

HEATERS

In Many Styles and Sizes



READY for SHIPMENT

Ask us all about them

THE GURNEY FOUNDRY CO., Limited

TORONTO - CANADA

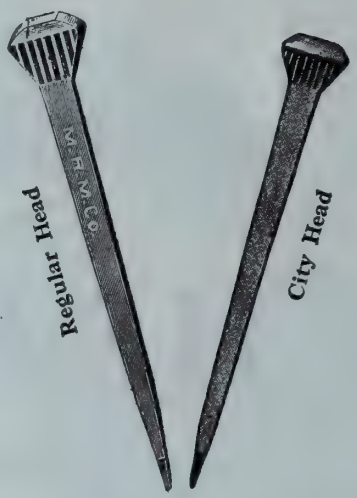
Works: TORONTO
MONTREAL

Branches: MONTREAL CALGARY
WINNIPEG VANCOUVER

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PRICE LIST
"M.R.M." BRAND
HORSE SHOE NAILS

Number	Lengths	Price per box (25 pounds)
3	1⅝ in.	$20.00
4	1¾ in.	10.00
5	1 15/16 in.	5.25
6	2⅛ in.	5.00
7	2 5/16 in.	4.75
8	2½ in.	4.75
9	2 11/16 in.	4.50
10	2⅞ in.	4.50
11	3 1/16 in.	4.50
12	3¼ in.	4.50



Blacksmiths are now demanding "**M.R.M.**" Horse Nails. They are made from the best material obtainable. They drive well and hold after they are driven.

Liberal discounts allowed off above list prices to Merchants handling "**M.R.M.**" Nails.

The Montreal Rolling Mills Co.
MONTREAL, CANADA

"YANKEE" TOOLS
PUSH DRILL No. 44
Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

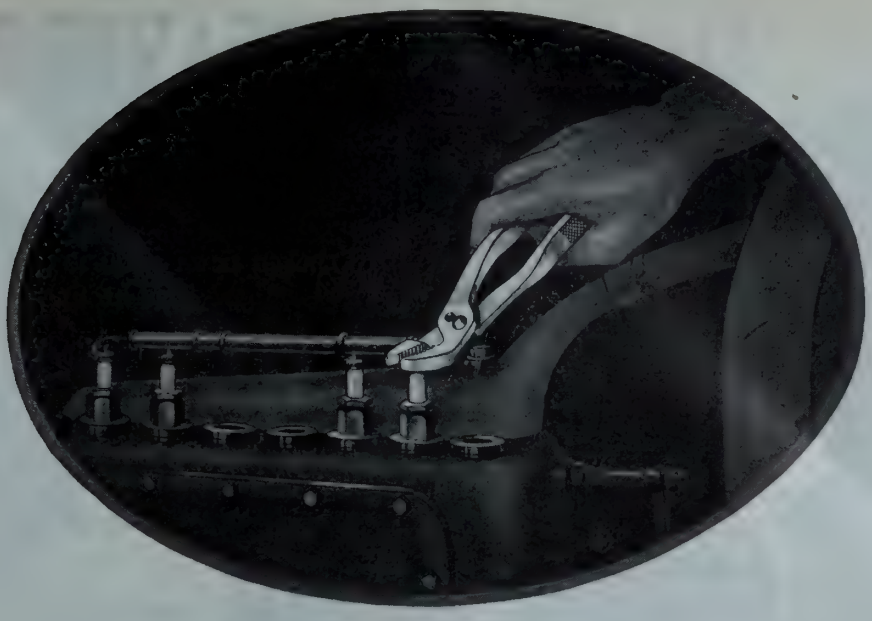


A turn of the cap does the trick that saves time, labor and Drill Points This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

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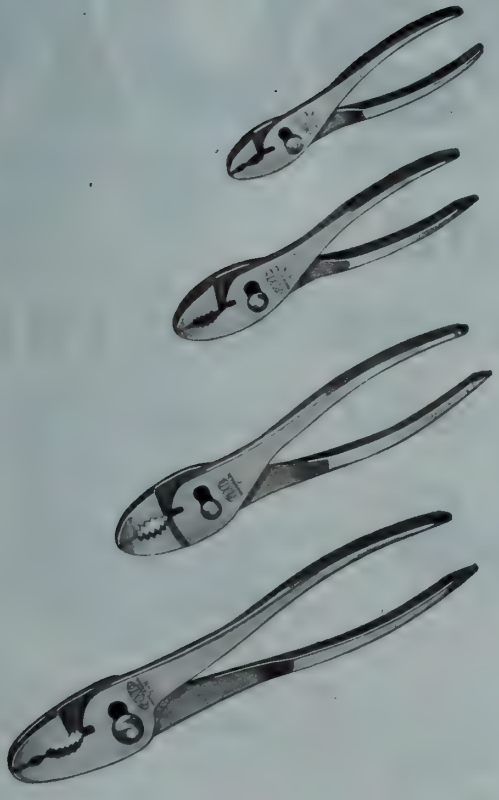
Rapid Turnovers Mean Bigger Profits

The new and complete line of ***PEXTO SLIP JOINT PLIERS*** will gather but little dust on your shelves.

These pliers can be had in nine different styles.

They are stamped with the ***PEXTO OVAL,*** which means that they are fully guaranteed, and are manufactured from the highest grade steel by skilled workmen.

The finish produced on these pliers is exceptionally attractive, and they can be furnished in ***FULL NICKEL PLATE*** or with ***POLISHED HEAD*** and ***GUN BARREL FINISHED HANDLES.***



Do not hesitate to stock this line of Pexto Slip Joint Pliers. They will sell themselves.

Our line of Mechanics' Hand Tools and Builders' Hardware is fully illustrated and described in our No. 20 Catalog.

Send for your copy.

We also manufacture a complete line of Machines and Tools for Sheet Metal Work. If interested in this line send for our 20A Catalog.

Pexto goods can be obtained through representative Canadian Jobbers.

PEXTO

WORTH-WHILE TOOLS

THE PECK, STOW & WILCOX CO.
Southington, Connecticut, U.S.A.

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Davidson's "BEAVER" Heaters



We should be glad to supply you, in addition to our general catalogue, information on Enamelled Signs, Ranges, Refrigerators, etc., etc.

These very practical heaters are made in several styles with or without ornamental swing top and nickel plated band. They are made with new roller grate and ash pan, and can be shaken down without opening ash door.

They have great heating capacity and are made in two sizes—11¾ in. and 13 in. body diameter—with crank handle complete. Floor pans can be supplied in place of feet if desired.

The Thos. Davidson Mfg. Co. Limited

Head Office; 187 Delisle St. MONTREAL

Branches: Toronto and Winnipeg

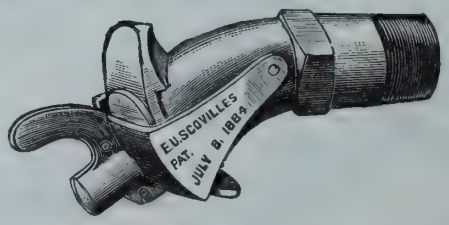
Steel Foundry Division: Lachine Canal, Turcot

DAVIDSON'S PREMIER MADE IN CANADA THE SEAL OF DURABILITY

DAVIDSON

Adamson
Oil and Molasses Gates

make profitable Sales and satisfied Customers



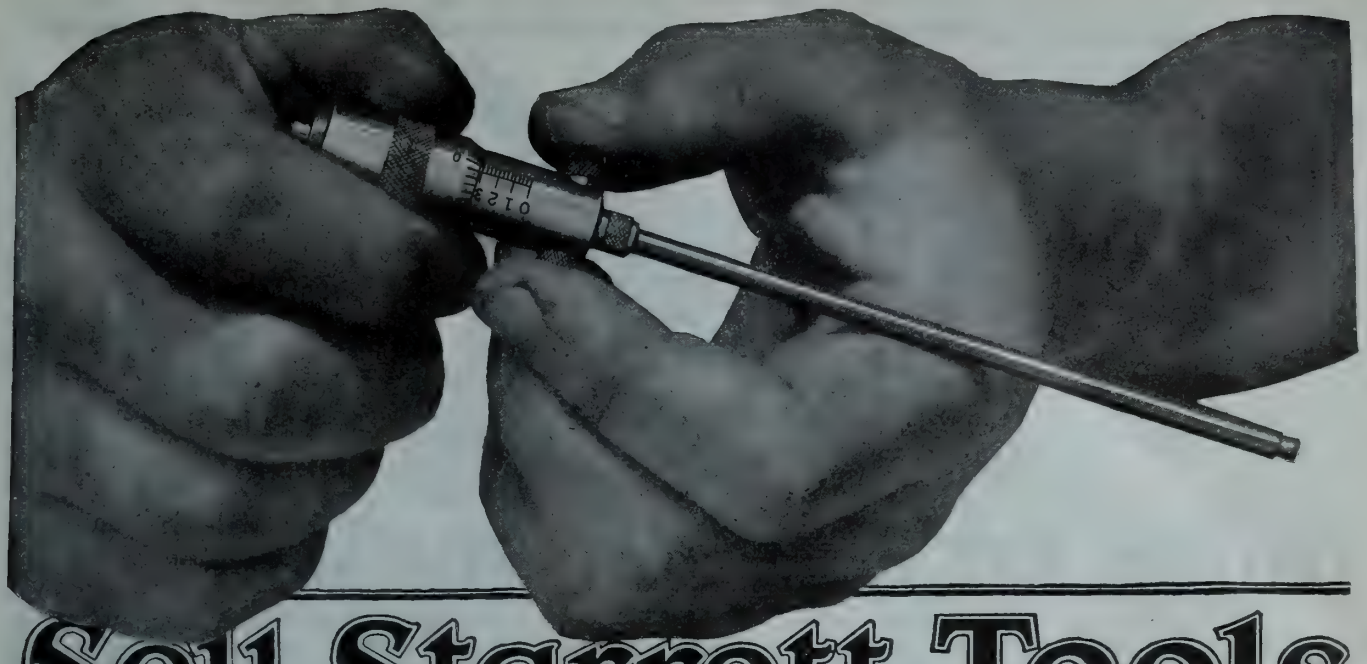
Made in ½ in., ¾ in., 1 in., 1¼ in., 1½ in., 2 in., 3 in. Pipe and regular Wood Thread, all Iron Japanned. These gates are made entirely in our own factory, on machines designed and erected by ourselves for this special purpose, and the utmost care is exercised to provide against any defects in material and workmanship.

All gates are thoroughly tested before leaving our works and nothing but perfect goods are sent out.

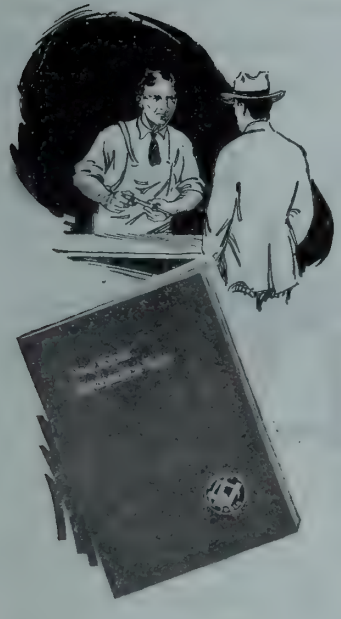
Our Prices will save you money, and we can make prompt deliveries.

Adamson Manufacturing Co.

Hamilton, Canada



Sell Starrett Tools



"Their working points *are* the best talking points of Starrett Tools."

"Let's see an inside 'mike'," demands the machinist.

You show him a Starrett. The fact that the "mike" *is* a Starrett gives him confidence in the tool and in you. He knows that, for forty years, the Starrett name has stood for absolute and *lasting* accuracy.

The mechanical features of a Starrett Inside Micrometer — its adjustable anvils of hardened steel, the way the extension rods set into the head, the strength and wearing qualities of the tool —these and many other "working points" appeal forcefully to the mechanic. And among the many varieties of Starrett Inside "Mikes" he's sure to find one that exactly fits his work.

Your cash register never shows your full receipts from Starrett Tool sales. The repeat sales and the good-will advertising they bring you are profits you can't figure in mere dollars and cents.

Write for free copies of this sales-building book, "The Tools Mechanics Buy."

THE L. S. STARRETT COMPANY

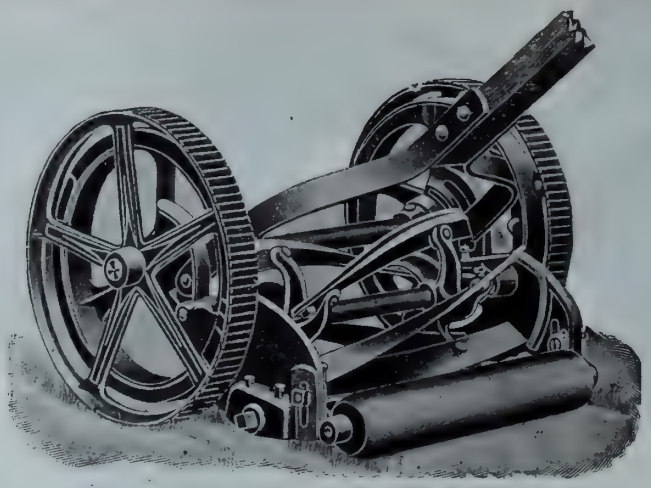
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

42-105

Starrett Hack Saws

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Write for Prices and Details NOW



We anticipate a big demand

ORDERS ARE ROLLING IN FOR MOWERS

Stock up with **T.-F. QUALITY**, and you can then anticipate quick sales—always dependable. They have stood the test for 40 years—none but the highest grade of workmanship and quality of material used. We make a specialty of this line and guarantee our product. Identify yourself with quality by stocking the line of Mowers that are well and favorably known as—

"ADANAC" "WOODYATT" "STAR" "EMPRESS" FAMOUS NAMES

TAYLOR-FORBES COMPANY, LIMITED

THE LARGEST MANUFACTURERS OF HARDWARE IN CANADA

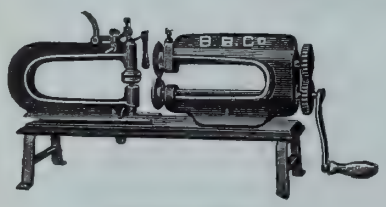
TAYLOR-FORBES CO.
246 Craig St. W., Montreal
H. C. ROGERS, LTD.
147 Prince William St., St. John, N.B.

Head Office and Works
Guelph, Ont.

TAYLOR-FORBES CO., LTD.
1070 Homer Street, Vancouver
H. F. MOULDEN & SON
314 Confederation Life Bldg., Winnipeg

Sheet Metal Working Tools

Production and Labor Costs

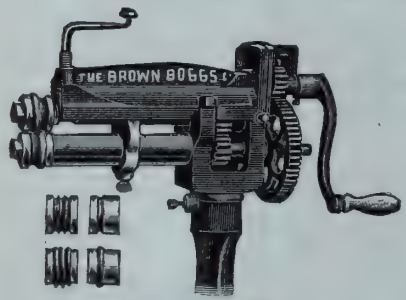


Circular Shear

Labor cost is steadily increasing. Is your daily output increasing with it? Or are you losing money and contracts through non-productive machinery? Write for our new No. 26 Catalogue, and let us show you the way to bigger business, and more profit.



Foot Squaring Shear



No. 3 Beader



8-ft. Steel Brake



Stove Pipe Folder

The Brown, Boggs Company, Limited

HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery
Canning and Evaporating Machinery

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A PAIR *of* MONEY MAKERS



The secret of successful merchandising is a quick turn-over and steady profits. But—to accomplish both—it is necessary to select merchandise that will sell readily and give absolute satisfaction.

Here's two of the famous Maple Leaf line that qualify on all counts. They are two prime money makers.

If you are not handling them, place your orders to-day.

The MAPLE LEAF FALCON

Beautiful—Efficient—Durable

Handsome design—smooth nickel trimmings—durable duplex grate—large fire box—perpendicular linings—sliding direct draft damper—lift-up front key-plate—18 inch and 20 inch oven.

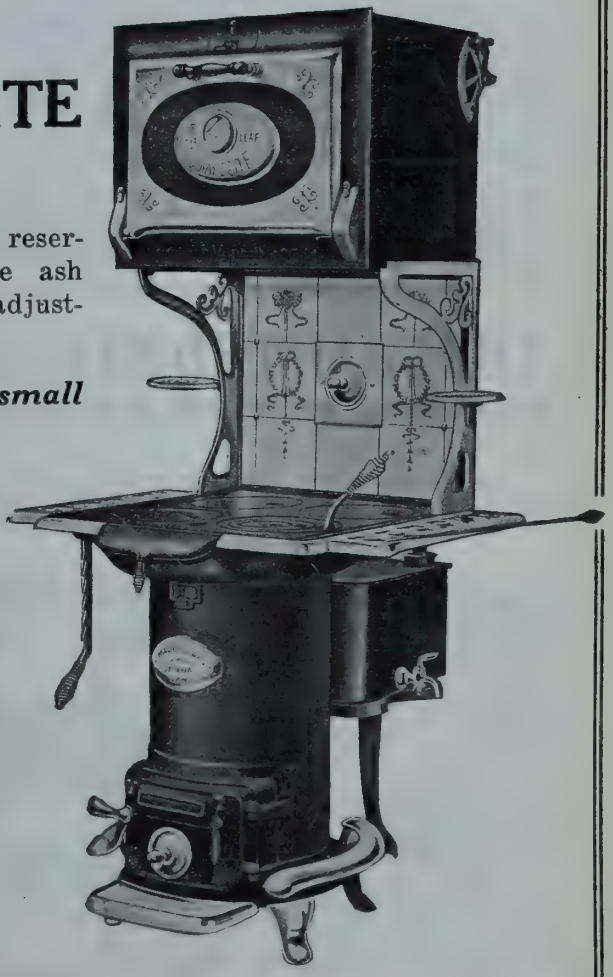
Heats quickly and evenly—cooks and bakes perfectly

The MAPLE LEAF COMPOSITE

A Wizard of Economy

Four-hole top—perfect baking oven—8-gallon copper reservoir—fine nickel trimmings—tile panel back—large ash pan—burns coal or wood—suspended wood grate—adjustable heat damper—under top heat spreader.

This combines heater, cooker and baker in small space—runs at small fuel expense.



Special Note to Dealers

The Maple Leaf line of stoves, ranges and heaters covers every possible requirement—and does it well.

It is handled by dealers from coast to coast with trade increasing from year to year. If you are in a town where we are not represented—better write us to-day.

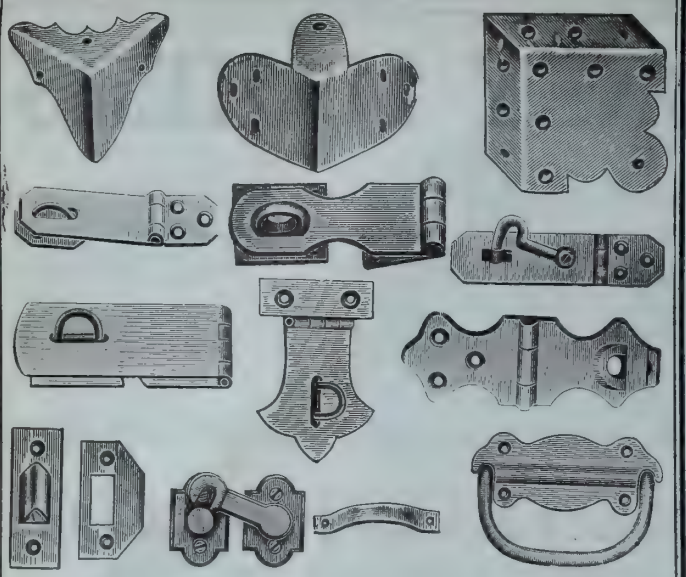
BEACH FOUNDRY CO.

LIMITED

OTTAWA, CAN.

Branches in Winnipeg and Vancouver

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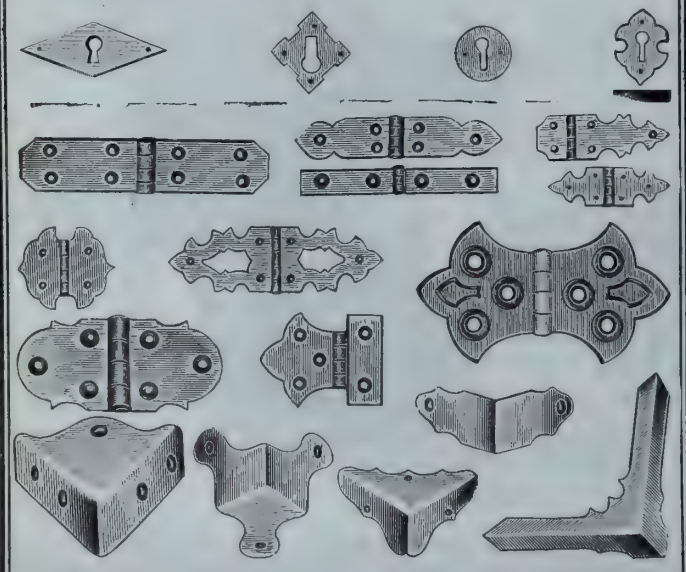
THE BRAINERD LINE

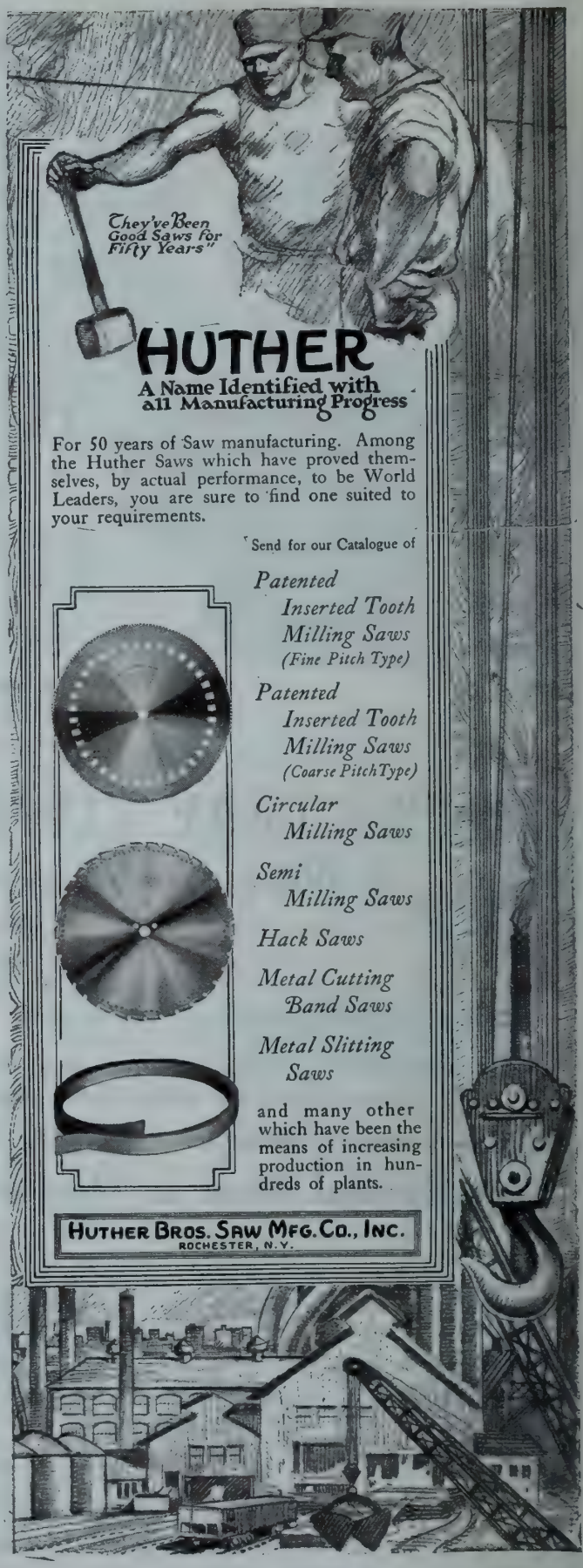
CABINET - REFRIGERATOR
BUILDERS -- FURNITURE -- CHEST

HARDWARE

THE MOST COMPLETE
LINE ON THE MARKET

THE BRAINERD MFG. CO.
EAST ROCHESTER, N.Y., U.S.A.





HUTHER

A Name Identified with all Manufacturing Progress

For 50 years of Saw manufacturing. Among the Huther Saws which have proved themselves, by actual performance, to be World Leaders, you are sure to find one suited to your requirements.

Send for our Catalogue of

Patented Inserted Tooth Milling Saws (Fine Pitch Type)

Patented Inserted Tooth Milling Saws (Coarse Pitch Type)

Circular Milling Saws

Semi Milling Saws

Hack Saws

Metal Cutting Band Saws

Metal Slitting Saws

and many other which have been the means of increasing production in hundreds of plants.

HUTHER BROS. SAW MFG. CO., INC.
ROCHESTER, N.Y.

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Appreciated by the Trade

Morrison Valves

These reliable fittings are made from perfect patterns; cast with the greatest skill, insuring evenly distributed material in the walls. In every feature of design Morrison valves are abreast of modern engineering progress.

Morrison Valves are specified on nearly all drawings for important contracts.

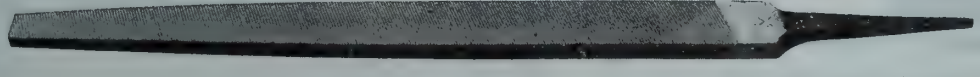
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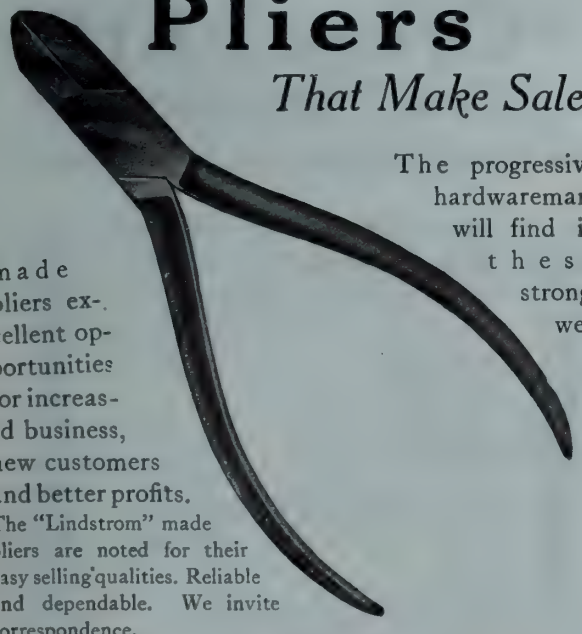
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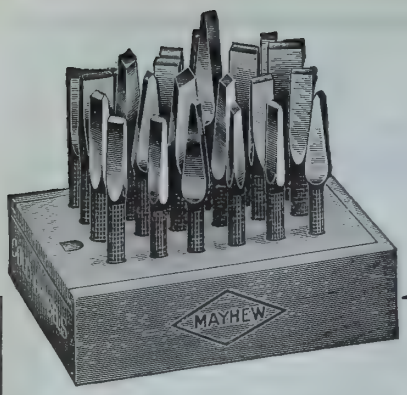
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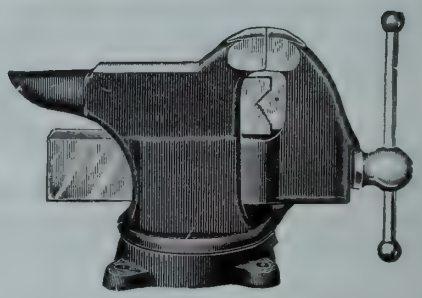
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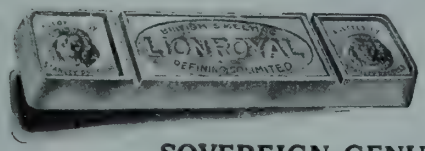
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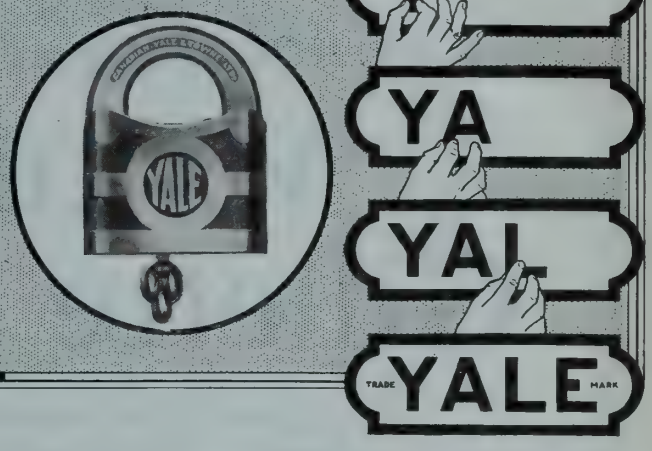
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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXII. TORONTO, NOVEMBER 20, 1920 No. 47

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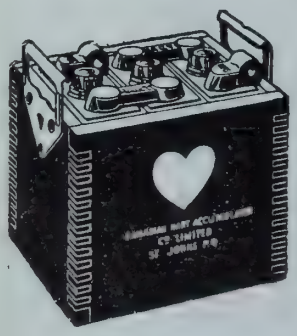
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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, NOVEMBER 20, 1920 No. 47

Retail License Fee Pays for Perforator

E. M. Trowern, Dominion Secretary, Flays Government's Unstable Policy in New Taxes—Admissions of Weakness by "Officials"—On Solicitor's Advice R.M.A. Makes Announcements "for the Government"—Inland Revenue Official Admits Banks Get 5 Per Cent. on Stamp Distribution, Then Denies the Statement

POINTING out among other important details, that the solicitor employed by the Retail Merchants' Association had stated that pending an Order-in-Council retailers would be justified in balking over taking out a manufacturers' license, E. M. Trowern, Dominion Secretary, gave a very complete outline of the work of the Association in connection with the taxes at the opening session of the 19th annual convention of the Ontario Branch of the R.M.A. held in Toronto on Wednesday and Thursday of this week.

"The Government had two ideas in mind in planning this taxation," said Mr. Trowern, "first the raising of revenue and secondly to prevent people buying what the Government thought were luxuries. It is difficult to do two things with one resolution. The Government had no excuse for putting on this blundering, clumsy piece of legislation, and if the policy of the Government is to spring such legislation on us in such a manner the sooner the Government changes their way of doing things the better."

"Mr. J. A. Banfield, Dominion President, was a strong supporter of the Government in the West and there were strong supporters here, but they were not consulted. With this luxury tax in the shape it is, there would not be one retail merchant in Canada who would give this Government a vote. When this miserable piece of legislation was announced our office was flooded with telegrams. We formed delegations and went to the Government and succeeded in getting them to budge here and there but they always kept this in mind, 'that they had formed their policy and could not change it.' There is no harm in a man making a mistake but I hate a man who makes a mistake and will not own up to it.

"This system of taxation is a wonderful piece of legislation. It is too complicated, too expensive to collect, it is unjust, it discriminates, its collection

RETAILERS NOT TO TAKE OUT MANUFACTURERS' LICENSES

"The licensing system had not long been in vogue before they said retailers under certain conditions must take out manufacturers' licenses as well as the retail license," said Mr. Trowern. Thereby the hardware man making a few stove pipes would be classed as a manufacturer and forced to take out a $5.00 license.

"We saw nothing to this effect in the Bill and so we had our solicitor give us an opinion and he gave us a written statement that retailers do not have to take out manufacturers' licenses. We went to Sir Henry Drayton and he said: "I am sorry that this misunderstanding has arisen but put your case before the Board." We went before the Board and it referred us back to the cabinet to get an Order-in-Council. In the meantime there are to be no prosecutions against retail merchants in this connection. The Cabinet Ministers were all away. On referring the matter again to our solicitor he informed us that we were justified in announcing that retailers should balk on taking out the manufacturers' license and the case will be fought by the R.M.A. The action is now taken subject to an Order-in-Council.

"It was not long after this announcement was made that we had a call from a Government official asking us our authority for making such a statement. We told him we had 'merely announced the fact for the Government.'

LICENSE FEE PAYS FOR PERFORATOR

"I asked Mr. G. Taylor, Deputy Minister of Inland Revenue at Ottawa, what the object of the licenses was," said Mr. Trowern, "and he replied that the Government was at first intending to make a charge for the perforating machines used to deface the luxury stamps but that they decided later that they would compel every merchant to take out a license for which he would pay $2.00, the object being that while the perforator is apparently loaned free to the merchant, that is what he is really paying the $2.00 for.

"So now you see that you are paying $2.00 for a punch which you thought you were paying for a license."

Display Xmas goods attractively and you not only sell goods but stand a chance of winning a prize in HARDWARE AND METAL XMAS WINDOW CONTEST.

BANKS GET FIVE PER CENT. ON TAX DISTRIBUTION

At the opening session of the convention of the Ontario Branch R.M.A., Mr. E. M. Trowern, Dominion Secretary, made reference to the charge made by him that the banks were collecting 5 per cent. in connection with the distribution of the luxury stamps. This charge with a denial from Mr. G. Taylor, Deputy Minister of Inland Revenue, has been given much prominence in the press. In this connection Mr. Trowern says :—

"Mr. J. A. Banfield and I interviewed Mr. Taylor at which time Mr. Taylor said: 'We have had some trouble with the Bankers' Association but we have settled it by giving the banks 5 per cent.'"

Continuing, Mr. Trowern said "the banks now claim that they get only 1 per cent. and Mr. Taylor has denied that he made the statement as quoted. Mr. Banfield can support my statement however.

"Mr. Taylor said this tax was only costing them 3-4 per cent. I added, that he must also figure the 5 per cent to the banks besides all the trouble this tax is causing the retail merchants."

is being evaded and it is encouraging cheap quality goods to be made.

Applies to 37 Sections of Trade

"There are 55 sections of retail trade and these taxes apply to 37 of them. It is operated under six different systems, namely, Customs, Excise, Sales, Income, Luxuries and Stamps. What is to be put in its place when we seek its abolition? There is only one system of taxation that should be considered by business people. The object of taxation is to raise revenue and any taxation that does anything else is wrong. We believe in taxation to pay Canada's debts but we want the cheapest way. You retailers are Government employees without salary. You were commandeered, you will have to put more clerks in your stores to handle this tax and turn it over to the Government and if you don't you will pay a $1,000 fine or go to jail. We are living under the British flag and we are not going to stand for being told 'you are going to be our servants and you won't get any pay.'

"We recommend that the tax be collected from the source of supply and absorbed in the ordinary way."

Mr. Trowern mentioned a meeting with the Canadian Manufacturers Association in Toronto to consider tax questions. "One man could not get it out of his head that we had to have a sales tax," said Mr. Trowern, "and that every retailer should pay a tax on sales. There are 200,000 retail merchants in Canada. Is it economy to have accountants going around to stores throughout the country checking them up? You men would rather pay 5 per cent. at the source of supply than be tinkering around wasting a lot of time in your store. Take $100,000 worth of goods in one lot. The Government puts its tax on the bulk total and has its money at once. On the other hand divide it up into one hundred lots of $1,000 each and send out accountants to check up each return." The illustration was used by Mr. Trowern to show the relation between the system in vogue and the system recommended.

Tariff Board Hears Tax Protests

Many New and Undesirable Phases of Present Tax System Outlined in Protests Now Being Made—Present Sales Tax a Loss to Hardware Dealer in Many Cases—Close Surveillance is Distasteful—"Costs Government 50% of Revenue to Collect It," Says E. M. Trowern.

THAT the objections of merchants and other organizations in Canada against the imposition of the luxury taxes and their collection by the use of stamps is receiving further attention on the part of the Government is evidenced by the fact that the duties of the Tariff Commission now visiting various parts of Canada have been extended to embrace the hearing of such complaints. No doubt the report of this commission will be the basis on which the Government will make any subsequent alteration. The Tariff Commission heard the objections of merchants in the Maritime Provinces on their recent visit and this week they heard the protest of the Ontario Branch of the R.M.A.

Wide interest is being taken and pressure brought to bear on the matter by hardware dealers following out the plan of substituting a higher sales tax as originally outlined in Hardware and Metal some months ago.

Some of the advantages of the latter method of collecting the tax are outlined by Secretary W. F. Macpherson, of the Ontario Retail Hardware Association, in discussing the plan to approach the Government at the next session to have a heavier tax imposed at the source of production, that is the manufacturer or importer.

"This would mean a heavier sales tax," says Mr. Macpherson, "which would be taken into account by the retailer when marking his stock, whereas the present tax of 1 per cent. or 2 per cent. is probably in 90 per cent. of cases not taken into account, and is a consequent loss to the dealer.

"The matter of dealers being constantly under surveillance by spotters of the Government, is in itself a most distasteful feeling and the most honorable merchant is liable to be caught by some sly spotter through lack of knowledge of some feature of the Act which is capable of being interpreted in many different ways. This would be eliminated by the collection of only one tax, namely, from the manufacturer or importer."

The views of the Association are being forwarded to the Government condemning the present tax as cumbersome and complicated and suggesting that by some other means more revenue can be raised with comparatively little expense and the tax more equitably distributed.

Injures Business, Discourages Capital Investment

J. A. Banfield, president of the Dominion Retail Merchants' Association, presided over a recent meeting at which a strong committee from the Montreal Branch of the Canadian Manufacturers' Association attended and passed a resolution opposing the luxury tax on the ground that it "injures business, discourages investment of capital, causes unemployment and secures comparatively little revenue." It is understood that Dominion President Banfield is working vigorously that relief may be afforded at the earliest opportunity.

E. M. Trowern, secretary of the Dominion Board of the R.M.A. of Canada, in Toronto this week in connection with the hearing of the luxury tax protests, speaks of the matter as follows:

"The legislation discriminates by forcing some to collect taxes from people on goods that are not luxuries while taxes are not exacted on goods that might be rightly called luxuries."

Mr. Trowern claimed that it is unfair for the Government to expect merchants to act as tax collectors, and cited the case of one merchant who was paying a man at the rate of $100 a month to collect the tax. This merchant returned $75 a month revenue to the Government. Proceeding, Mr. Trowern said there was plenty of evidence to show that it cost the Government 50 per cent. of the revenue collected to gather the tax.

Merchants Not Treated Alike

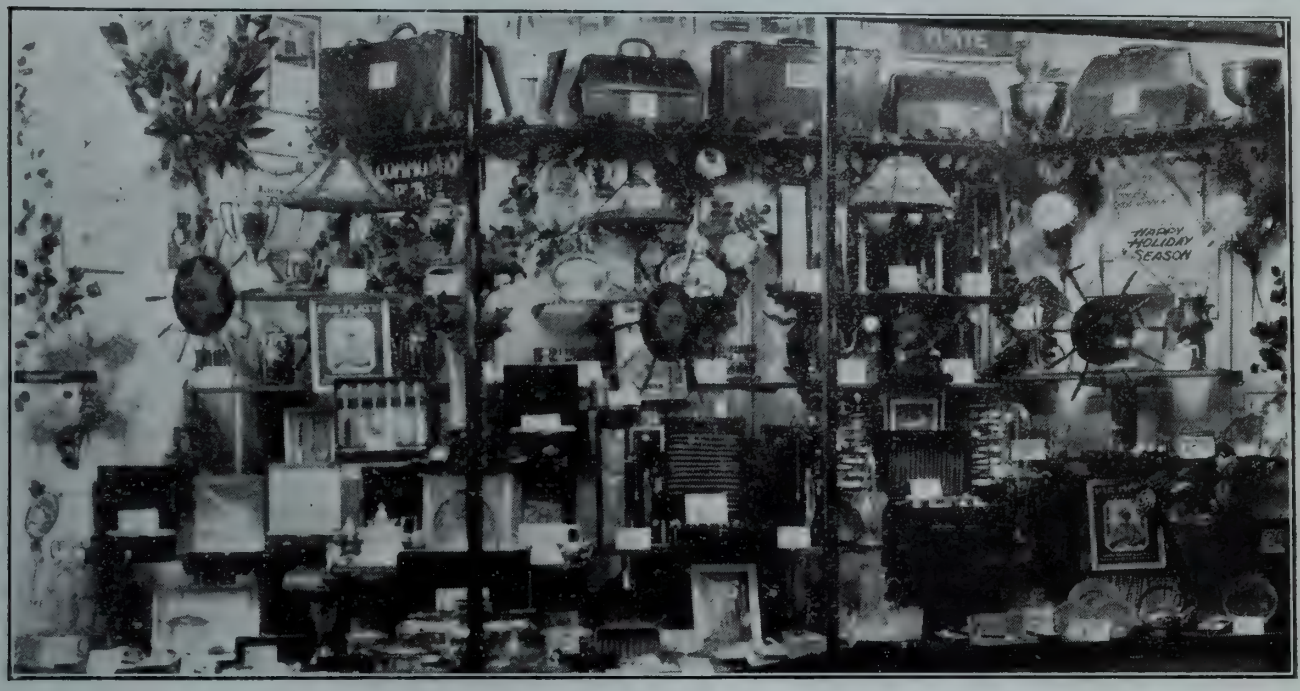
Mr. Trowern also referred to the large number of Government employees engaged in the collection of the tax and the enforcement of it. He claimed a bad piece of legislation was made worse when merchants were not treated alike. He said that large departmental stores were permitted to collect the tax through cash registers, and were not forced to apply stamps to sales slips, while the small merchant was obliged to purchase his stamps before the sale was made.

Opinions of Maritime Hardware Dealers

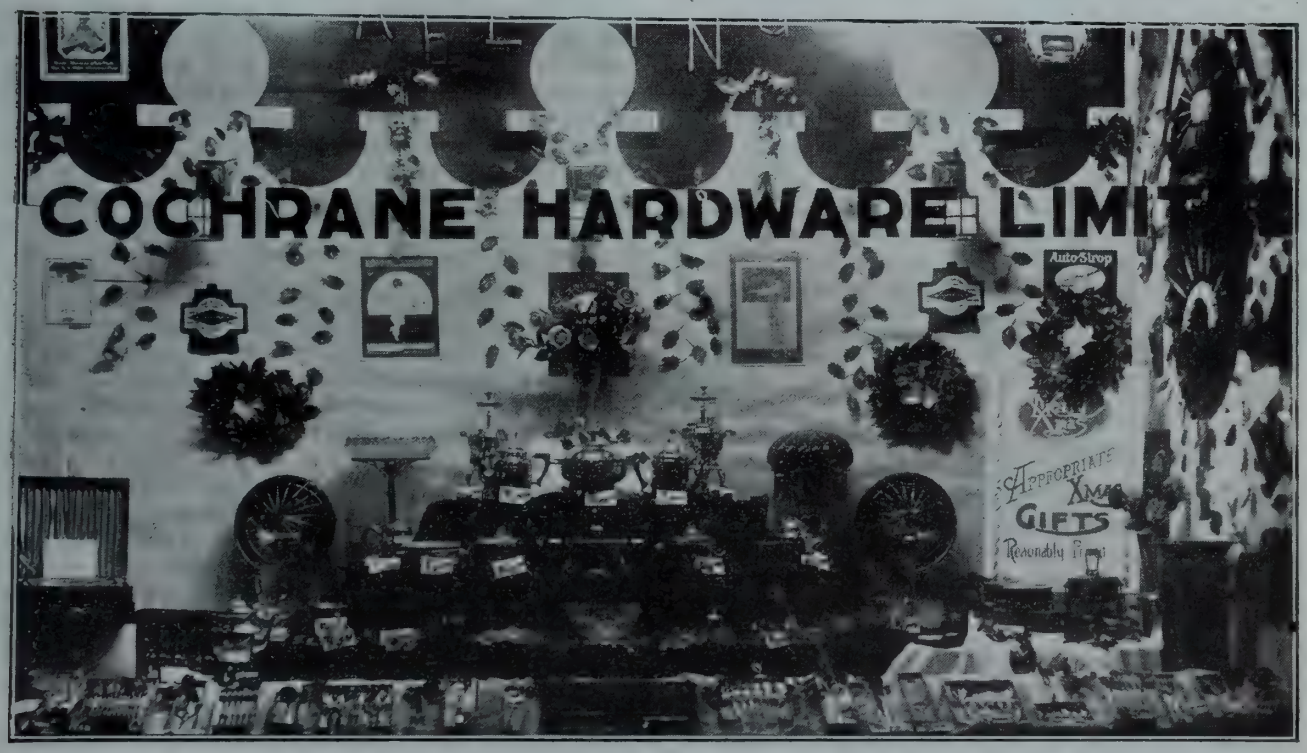
ST. JOHN hardware men are strongly opposed to the luxury tax, and also are expressing their disapproval of the use of stamps. They are all agreed, however, that the stamp is a sure proof to the customer that the Government is really getting the tax, but this does not improve matters with the customer. From experience it has been found that the buying public dislike the word "tax," and there is an objection coming with every purchase, but a tax that can be absorbed in the selling price would be cheerfully paid by all customers. St. John merchants are all of the opinion

Continued on Page 50

Tips on Christmas Window Display



No. 1—Window of Christmas goods by J. H. Ashdown Hardware Co., Calgary, which won first prize in places over 5,000 in the 1919 Hardware and Metal Christmas Window Contest.



No. 2—Christmas goods displayed by Cochrane Hardware Co., North Bay, Ont., winner of second prize in places over 5,000 in 1919 Hardware and Metal Christmas Window Contest.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations.

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

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SATURDAY, NOVEMBER 20, 1920

THE chartered banks of Canada get 5 per cent. altogether for their work in distributing the luxury stamps, according to E. M. Trowern, Dominion Secretary of the R.M.A. What does the retailer get?

* * *

THE Retail Merchants' Association has temporarily assumed the prerogative of the Cabinet in announcing that retailers are justified in balking at taking out manufacturers' licenses under any consideration. The R.M.A. offers to take full responsibility in the matter subject to an Order-in-Council to this effect.

* * *

AN Ontario dealer announces in a recent ad. that after a certain date all unpaid accounts will be charged 7 per cent. interest. This action is said to be necessary owing to the shrinkage of money values. Customers should appreciate a straightforward statement outlining the advantages to the customer of paying his bills promptly so the dealer can take his discounts.

* * *

FIGHT the Fly is the heading of a Maritime hardware dealer's ad. appearing in a recent issue of his local newspaper. The ad. goes on to talk about screen doors and window screens. Seasonableness is always looked upon as an important factor in good advertising.

A Temporary Revival

THE approach of the Christmas season and the advent of colder weather in most parts of Canada has resulted in some stimulating of trade, but there is little ground for the idea held by some that basic conditions have improved to the extent indicated thereby. It is purely and simply a seasonable feature and not a change affecting the fundamental principles of trade. That the public is determined not again to purchase until there is a decided lowering of retail prices becomes more evident every day, and in this they will no doubt be successful, according to a review of the market by Hayden, Stone & Company, New York. This review continues by pointing out that the public can hold off longer than can the supplier of their wants, and that this very inability and determination not to buy at this level of prices makes it impossible to make any inroad on bank loans. Meantime, banks are said to be virtually carrying heavy inventories at high prices. The retail merchant stands between the public and the banks, and it will not be until there is some buying that it will be possible to move goods and reduce bank loans. This review also points out that the attitude that there shall be no reduction in wages until living costs are greatly reduced is putting the cart before the horse, for costs cannot go down until there is some labor liquidation. It is indicated that the manufacturer of hardware cannot expect to get his board more cheaply as long as the farmer has to pay present labor cost in hardware supplies he requires. The whole matter of cost is relative and no one class can expect to remain immune from the present tendency. In conclusion it is pointed out that to attempt to build up again, to start afresh on the present scale, would only invite further disaster, and that it will not be until there has been universal liquidation that a thoroughly sound foundation will be arrived at.

Why the Unstable Policy?

A CONCISE outline of what action has been taken by the Retail Merchants' Association in regard to the recently imposed tax regulations is given by E. M. Trowern, Dominion Secretary, as outlined in the report of the annual convention of the Ontario branch elsewhere in this issue. The significant point is that the Government's policy in regard to the taxes appears to be very unstable. This fact was, of course, evident in the early course of this measure. That there is much misunderstanding of the regulations, even on the part of those in Ottawa who should be fully conversant with the details is evident in the statement made by Mr. Trowern to the effect that the solicitor retained by the R.M.A. could read nothing in the act whereby retailers would be compelled to take out manufacturers' licenses under any circumstances. This was, of course, directly opposite to the ruling made by Inland Revenue officials throughout the country. In the absence of the Cabinet Ministers from Ottawa the R.M.A. has taken it upon itself to announce that retailers are safe in balking at taking out manufacturers' licenses. Apart from a consideration of whether or not the ruling is correct or otherwise, the principle of the thing is wrong when such misunderstanding is allowed to run to the ends which it has in regard to these tax regulations.

Another significant point was that the Deputy Minister of Inland Revenue had stated to Messrs. Trowern and Banfield that the chartered banks were getting a total of 5 per cent. on the distribution of luxury stamps, a statement which was later denied by the same official. It was also stated by Mr. Trowern that he had been advised by this same official that the $2 fee collected for the license issued to retailers was to pay for the perforators which each merchant selling lines taxed as luxuries must possess. No one knows what the perforators cost the Government, but as the original plan of loaning the machines would entail a capital expenditure on the part of the Government for which no immediate return would be made, it is charged that the Government resorted to the plan of charging the $2 (license fee), to cover the cost of the perforators, which, after all, are only loaned to the retailers.

As pointed out by Sir Henry Drayton on many occasions, it will require concerted action on the part of the merchants of Canada to secure a change in the regulations. The Government has promised a sympathetic hearing to a representative gathering and each trade will therefore have to speak with one voice before their protest will be entertained.

Sell Merchandise—Not Terms

Has the Time Come for the Jobbing Hardware Business to Shorten Credits?—Merchants Should Keep Monthly Analysis of Accounts —Customers May Be Doing Business Largely on Merchant's Capital—Effecting Settlement Without Annoyance

CREDIT is a factor which is causing much discussion to-day owing to the fact that as the great proportion of the world's business is done on a credit basis and many of the merchandising difficulties facing the world in this period of readjustment are being laid at the door of credit. The following discussion of this important topic by W. B. Munroe, of Supple-Biddle Hardware Co., Philadelphia, at the recent convention of the N.H.A., is therefore interesting. Mr. Munroe says:—

Commercial credit means the exchange of merchandise or money for a promise to refund or repay at some definite future time.

Credit seems to be as old as the world and if credit was necessary in the business of past ages, it is much more an essential of commerce at the present time.

You all know that all the money in the world is but a very small amount when compared to the volume of business transacted every day.

You all know the necessity of credit and that it has always existed in the world.

You will all agree with me that credit conditions have improved very materially in the last hundred years.

What was responsible for the improvement in credit conditions up to date?

Changed conditions in business made it necessary; which were the natural result of the world's general progress.

Credit, as you all know, is based largely upon confidence, and the derivation of the word (from *credo*—I believe) implies faith.

This faith or confidence rests upon a belief in the ability of the person to whom credit is extended to pay the obligation undertaken.

Every creditor is also a debtor and vice versa; so that the problem has two sides: How to get credit as well as to whom to give credit.

The granting of credit, therefore, involves not only confidence in the ability of the debtor to pay, but the time of the payment must be regulated and the maturity fixed at such period as will enable the creditor to meet his obligations as a debtor.

Credit is an Endless Chain in Its Operation

Each creditor collects what is due him; so that he in turn may satisfy his creditors and the question of terms must, therefore, be carefully considered also in the extension of credit, and be so fixed that the merchant or manufacturer shall receive returns on what he sells, in time properly to meet his maturing debts or obligations.

If A pay B, the latter can pay C and so on around the circle.

Too frequently, however, there seems to be a break in the chain, on the part of our customer to take the longest time for settlement of his obligations that he can possibly obtain.

At the present time, when credit has been expanded almost to the maximum limit, is it, in your judgment, the time to arrange terms on a more reasonable basis?

Credit is, to some degree at least, forced to contract instead of continuing to expand as in the last few years, for the reason that the manufacturers and merchants are being forced to shorter terms in marketing products, and are coming relatively nearer to a cash basis.

The deep interest in this question of credit in recent years does not grow out of the fact that worse business conditions exist now than in earlier days.

The question merely assumes greater importance because everywhere better business methods are being sought after.

Sales terms in the wholesale hardware business and kindred lines have been sixty days for a number of years.

Should Hardware Sales Terms Be Shortened

Some people think we should attempt to shorten terms of sale in this business. I would like to hear a discussion of this subject from the floor and if any one thinks it should be attempted, how and when the start should be made.

Many of us have found recently that selling terms and not merchandise was not a very profitable transaction on the price we have had to pay for borrowed money to meet our own obligations and I am wondering if the time has come for the jobbing hardware business to shorten credits.

Some of you may say it can not be done, that the retail hardware dealer has been educated for years to do business on long credits; and any attempt on the part of the wholesaler to shorten terms would work a hardship on our customers.

To those of you who feel that way about it, I ask this question: How many of you keep an accurate record of your outstandings or accounts receivable?

Do you know what portion of your outstandings are beyond the terms of sale and how far beyond the sixty day period these amounts extend?

Do you know what amount you sell on datings?

Do you analyze each month your accounts receivable?

Advises Monthly Analysis of Accounts

If any of you are not keeping records of that kind I suggest you start doing so at once; as the picture shown in that case may convince you that your customers are doing business largely on your capital.

Perhaps an exhibit of that kind would teach us and demonstrate very clearly whether shortening of terms and prompt collections would be the thing for us to attempt to do at this time.

Now, gentlemen, please remember I am not advocating a change in sales terms at this time as the remedy for an *improvement of credit conditions*, but I do wish to go on record that insistence upon the faithful observance of our present terms of sale will head us in the right direction

Continued on page 61

Rules Governing the Christmas Window Contest



Eight prizes will be offered by **Hardware and Metal** for the best window displays of Christmas lines as arranged for this year's trade by hardware merchants or clerks.

The contest is open to anyone engaged in the retail hardware business in Canada and the displays will be given a fair and authoritative judgment.

The essential point to keep in mind is that the display will be judged on its effectiveness as a business puller. Many points outlined in past issues of Hardware and Metal as to most effective window trims should be kept in mind in arranging the contest display. Attractiveness without effectiveness is of little use in a window trim.

Arrange a window which will, literally, draw the passers-by right into your store, then send a photo of it to be entered in the contest.

THE EIGHT CASH PRIZES

Places under 5,000		Places 5,000 and over	
First prize	$10.00	First prize	$10.00
Second prize	5.00	Second prize	5.00
Third prize	3.00	Third prize	3.00
Fourth prize	2.00	Fourth prize	2.00

Dealers in small communities have just as much chance under this arrangement as those in larger districts. Getting selling ideas into the display is what counts.

The contest closes on Saturday, January 1. Photos received after that date will not be entered unless there is proof that they have been delayed in transit.

All matter must be addressed to The Editor, Hardware and Metal, 143 University Avenue, Toronto, and marked "For Christmas Window Contest."

Don't overlook the prizes and the honor of winning one.



Try Out Your Ideas and Test Your Sales Ability



A GOOD way to do this is to show how you can effectively influence the minds of prospective customers through the medium of a window display.

Sales ability consists of not only putting up your proposition in attractive form but in the ability to place yourself in the place of the prospective customer, to know his wants and to know the shortest cut to his interest and attention. Then the concluding stage—the closing—should be conducted in such a way as to leave little chance of escape.

All these points are evident in the good window trim. Study these points in regard to your local trade, then dress a window keeping these points in mind and enter it in the Christmas Window Contest so that you can see how your ideas compare with those of others in the trade.

Benefits of the Contest

A NUMBER of hardware merchants or their clerks, those who have never had an entry in Hardware and Metal Christmas Window Contest, may now be asking what are the benefits of the contest.

The best answer would come from those who have been regular participants in this contest. The honor of being a winner is the highest award in view of the fact that the names of the winners and those whose displays are worthy of honorable mention are given wide publication through Hardware and Metal.

Just to indicate what this means it is worthy of mention that a number of contestants who have won honors in this contest in past years have achieved substantial benefit from the wide publicity thus given their ability for the dressing of a window which will pull results.



News of Western Canada

How Credit Exchange Helps Business

S. L. Gilfillan, Secretary and Manager of the Minneapolis Associated Credit Exchange, Tells Winnipeg Merchants About the Work of the Association, and How It Can Benefit Business—An Interesting Address Before the Winnipeg Retail Merchants' Ass'n

(By Hardware and Metal Correspondent.)

WINNIPEG, Nov. 17.—Members of the Retail Merchants' Association of Winnipeg, recently listened to an interesting address by S. L. Gilfillan, manager of the Minneapolis Associated Credit Exchange, on the question of successfully meeting the credit situation. Following the address a committee was appointed to go fully into the subject and decide what further steps should be taken.

In opening his address Mr. Gilfillan stated that it had been his privilege to be associated with the Minneapolis Associated Credit Exchange for the past fourteen years. "Credit is an old problem," he continued. "Business has been carried on on that basis for several thousands of years, and the same fundamental principles exist in credit to-day as prevailed in those early times. The machinery of our credit exchange consists of four departments—credit department, which may be divided into several parts, account opening, collection and billing, accounting, cashier, etc.

An Essential Element

"The account-opening department is a very essential element; collection is a close second. Then we have a delinquent list. Each member is supposed to send in a list of his delinquent accounts since the last meeting, that is, accounts that have become delinquent since that time. These are listed and each member gets a complete list in return. No name appears, but a member desiring information calls up the office and asks for particulars regarding a certain individual. Some post the information on cards which they have in their offices.

"We have a national association which binds all associations together. This association now has I believe about 36,000 members in the States. It was organized by sending out inquiries throughout the United States asking the opinion of credit men as to the advisability of forming such an association. A great many replies were received, but they were lukewarm towards recommending such a proposition. However, the association was organized in Spokane in 1912. Only twenty-five were present. At the last conference held in Detroit, Mich., they had 8,048 members present. It was all done without capital, being supported solely from dues of $3 per year. These dues have now been raised to $5.

Compiling Information

"The Association Credit Exchange experienced a good deal of difficulty when it was first organized. The basis for our information is reports made once a year. On certain forms these reports are made. These forms are sent into our office, cut into slips the size of each one of the tickets, and filed in a small envelope. A record is made on the outside of this envelope of the individual's name, address, number, etc. In this envelope we also put all our information regarding that particular individual. The Minneapolis bureau have about 175,000 such envelopes in its files. We gather this information from several sources. We get court house records of all court actions. This information is put on these tickets, which go into the files. Once a year from these records we compile a book, and all the information is put into this book. It contains about 106,000 names.

A Collection Department

"We also have a collection department, which is doing good work. We have 1,100 members in our exchange. For the sum of $30 per year we give members a copy of the aforementioned book, telephone reports, and a set of collection letters. The letters are educating the public to pay their bills promptly. We also publish once each a month a three-quarter or full page advertisement in the two leading dailies. Another feature of the exchange is a daily bulletin. For this we charge $1.50 per month.

"Each bank belonging to the clearing house reports daily on N. S. F. cheques. They are compiled and sent out on the daily bulletin. We also trace bogus cheques, forgeries, etc., and I might say we have been the means of bringing quite a number of crooks within the hands of the law.

Trade Report a Feature

"Another feature are the trade reports. These are compiled and sent out on the city from whom we want information. This information is tabulated and ready to be sent out to the members the next day. The credit exchange is run by a board composed of merchants of the city. One of the great things the bureau has taught the members of the exchange is co-operation. The basis of credit is co-operation with the other fellow's ledger."

Western Notes

Welwyn, Sask.—Webster & Van Male, hardware, suffered recent loss by fire.

Nepawin, Sask. — Lawrence Bros. hardware, has been sold to P. Sims.

Forestburg, Alta.—The Forestburg Hardware Co. suffered loss by fire.

Eaton, Sask.—The hardware stock of W. C. Johnston & Co., has been taken over by Moore's Hardware, Ltd.

Togo, Sask.—Jas. McEwen has sold his hardware and implement business to Brown Bros. and Cobbe.

Winnipeg.—F. E. Raymond, of Saskatoon, secretary of the Saskatchewan branch of the Retail Merchants' Association, of Canada, was in Winnipeg on business last week. He conferred with the local branch of the association while here.

Vancouver.—In broad daylight an automobile bandit wrested a grip containing $1,500 cash and cheques totaling $20,000 from S. M. Blakeway, Imperial Oil Company accountant, and escaped in an automobile.

Winnipeg.—Payment to the Wesley College endowment fund of $50,000 was made by J. H. Ashdown. This is the largest payment yet made on the endowment fund of the college in Western Canada. The amount, it is stated, represents one-half of Mr. Ashdown's subscription.

Stratford Hardware Merchant Wins Prominence in Local Contest by Using Window Suggestion in Hardware and Metal

EVIDENCE of the value of window displays as illustrated in Hardware and Metal from time to time is found in the fact that in a recent window display contest arranged by the local newspaper in Stratford, Ont., J. R. Myers & Sons hardware won a high place by dressing a window following out the display arrangement of a window suggestion used nearly a year ago in Hardware and Metal. The window suggestion was used by the Purdom Hardware Co., London, Ont., and reproduced in the December 13, 1919, issue of Hardware and Metal. The windows of the J. R. Myers & Sons store are larger than the ones shown in this display and four designs of silver and cutlery were shown instead of two designs as in this display. The window as originally dressed by Purdom Hardware Co. is shown herewith.

The window dressing contest in Stratford was held for a week. Stores which competed were indicated by a card announcing the fact placed in the window. Readers of the local newspaper were invited to write to the manager of the paper stating which window in their opinion was the best. The prizes were awarded on this basis. From the letters submitted the judges chose the one which best deserbed the winning window, and the writer was given an order for goods on the winning store of a value of $25. In all ten prizes were offered. The plan was to stimulate buying and to start the ball rolling for Christmas trade.

J. R. Myers & Sons, Ltd., had a splendid window but the prize for the contest went to a jewelery store. It is difficult to surpass jewellery stock for beauty in the dressing of windows. However, the fact remains that the hardware display of this firm was the subject of many commendations among the letters and was awarded a high place in the contest besides bringing much business to the store.

Canadian Glass a High Grade Product

Flat Rolling of Window Glass Will Eliminate Waves and Give Uniform Thickness—Canada's Imports of Glass and Products Now Average Nearly Seven Million Dollars in Value—Good Prospects for Canadian Industry.

THAT the machinery to be installed in the new plant at Hamilton, Ontario, of the Canadian Libbey-Owens Sheet Glass Company, Ltd., will result in the production of a high grade of window glass, was the statement of Mr. Hayes, sales manager of the Consolidated Plate Glass Co., Toronto, to Hardware and Metal. The new plant is expected to be in operation some time next year. Mr. Hayes explained that the patented process rolls the glass flat instead of cylindrical as formerly, thus eliminating the waves found in common window glass. This process will also allow uniform thickness in rolling.

Up to the present time Canada's requirements in window glass have been met by importations from Belgium and the United States. Latterly the service from the former country has been the better of the two.

It is interesting to note that a glass industry is to be established in Canada and the size of the Canadian market for such products would seem to offer a good field for developments. Indication of the extent of Canada's glass trade is found in the following figures:

For the fiscal year ending March, 1920, total imports of glass and its products were valued at $6,839,656; for 1919 the amount was $5,254,203, and for 1918 it was $5,265,149. In the above three totals the share of the United States was $5,830,668 for 1920, $4,904,485 for 1919, and $5,003,279 in 1918. The United States has obtained the lion's share of the Canadian business in all departments of the glass trade.

Plate glass, not bevelled, in sheets of not more than seven square feet each was imported in the fiscal year ending March, 1920, to the amount of 1,968,676 square feet, valued at $559,203, while the same product in sheets of more than seven and not more than 25 square feet was valued at $175,201. Plate glass, n.o.p., imports were valued at $392,527, and plate glass, bevelled, n.o.p., was valued at $23,596. Common and colorless window glass was imported to the extent of $1,891,512 in the above fiscal year, of which $1,621,982 came from the United States and $209,577 from Belgium.

In view of the size of the Canadian market as indicated above, the large scale production of window and plate glass in Canada opens up interesting possibilities. Incidentally, about 60 per cent. of the American plants' production has been for automobile industry requirements.

Questions and Answers Re New Taxes

DISCRIMINATION AGAINST U. S. FIRMS WITH CANADIAN BRANCHES

WHAT was thought to be a new angle to the new taxes having for its object the tendency to discourage the location in Canada of branches of U. S. firms selling their products on the Canadian market, is fully covered in the regulations. One U. S. firm writes that where they sell direct to the Canadian jobber without any branch of their own firm in this country, they pay only 1% as importers, but where they have a branch in Canada they claim they pay 1% as importers and another 1% in selling to the jobber, thereby discriminating to the extent of 1% in favor of the U. S. firm selling direct without a branch in Canada. The point is, however, that if the U. S. firm has no license as a manufacturer in Canada a 2% tax will be charged on importation instead of 1% so that the tax is the same in either case and no discrimination is made.

MANUFACTURERS' LICENSE FOR MANUFACTURING TINSMITH

A firm of sheet metal workers in Sault Ste. Marie, Ont, writes as follows: "We conduct a general tinsmith and repair shop, installing furnaces (warm air), making cornices and erecting eave-troughing, renewing furnace pipes and making many different kinds of articles such as could not be made in a factory, as only a small quantity is required of any one kind, also stove pipes, etc. Kindly inform us if such business is taxable and if so under what heading?"

(Answer.) You manufacture certain articles from the raw material, no matter though it is on a small scale, and as such you are classed as a manufacturer, and required to take out manufacturers' license costing $5.00.

TAX ON NICKEL-PLATED WARE

A general merchant in Tantallon, Sask., writes: "We collect 10% luxury tax on silver-plated ware, cut glass, etc. Should we collect tax on nickel-plated wash boilers, tea kettles, etc?"

(Answer.) No. Nickel-plated ware, while included in the 10% tax according to the original resolution, was omitted from the regulations now in effect.

See what others are doing in the way of window display ideas through the HARDWARE AND METAL XMAS WINDOW CONTEST.

Events in the Trade

Business Changes

Sudbury, Ont.—Max Rothschild has sold hardware business to Horne Bros.

Fire Loss

Teeswater, Ont.—The hardware store of Elgar Jeffrey narrowly escaped destruction by fire recently when a lantern started a blaze in some gasoline which Mr. Jeffrey was pouring from a tank into a barrel. Prompt action brought the fire under control and only damage to the extent of about $300 to the front of the building was done. Mr. Jeffrey had both his hands badly burned.

Incorporations

Forged Steel Specialties Co., Ltd. Incorporators: Arnold Wainwright, Felix Winfield Hackett and John de Gaspe Audette, advocates, and others—all of Montreal. Capital $500,000, divided into 5,000 shares of $100 each. Chief place of business, Montreal.

Brantford Computing Scales, Ltd. Incorporators: William Thomas Henderson, K.C.; Albert Hawley Boddy, barrister-at-law; and others—all of Brantford. Capital, $1,000,000, divided into 10,000 shares of $100 each. Chief place of business, Brantford.

Personal

Moncton, N.B.—Jas. Leightizes, who for a number of years prior to going overseas was manager of the retail store for Sumner & Co., Ltd., has again taken charge of that department. Since his return from the front Mr. Leightizes has been working outside among the contractors and builders. G. V. White, who has been acting manager, will devote himself to the advertising and publicity end of the business now.

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Moncton, N.B.—Wm. Matthews, formerly of Lethbridge, Alberta, has joined the staff of Sumner & Co., Ltd., and will have charge of their office, which is being enlarged at present.

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Moncton, N.B.—F. R. Sumner, president of Sumner Co., Ltd., and R. P. Dickson, managing director, are both in Upper Canada this week on business.

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Montreal. — George S. Williamson, hardware merchant, Prescott, was in Montreal on Monday and Tuesday of this week on a business trip.

Montreal.—T. W. Rickard, hardware manager, the C. & A. Odlin Timber and Hardware Company, Limited, Wellington, New Zealand, was a caller on Monday last at the Montreal offices of Hardware and Metal.

George Taylor Hardware, Ltd., Enlarges Scope of Trade

Timmins, Ont.—The George Taylor Hardware Ltd. is carrying out extensive alterations at this branch, it being the intention to carry, in future, a complete line of shelf and heavy hardware and mining supplies. This store formerly confined its trade to the retail field. Catalogs and current price lists are wanted by this firm.

May Curtail Store Lighting

Sir Adam Beck denies a report received from St. Catharines announcing that the Provincial Hydro Commission intended raising materially the domestic and commercial rates. "It is possible that something may be done to cut the use of excessive lighting in stores, however," said Sir Adam.

Motor Sundries Co. Secures Incorporation

Toronto.—Motor Sundries Corp., Ltd., has recently been incorporated in Ontario with a capital of $500,000, and will have the sales rights in Canada on a number of automobile accessories. The company will continue the manufacture of certain accessories. The officers of the company are as follows:—Wm. Mayall, president; W. H. Barker, vice-president; J. A. Griffith, secretary; James H. Lumbers, R. G. Codd, Clark E. Locke, treasurers.

Ames-Holden Tire Plant Now in Operation

MONTREAL.—The new Ames-Holden auto shoe plant at Kitchener, Ont., is now producing both fabric and cord tires. The factory and equipment are modern and the staff are mostly those with previous experience in tire manufacture. E. C. Kabel, who was for several years in charge of the Dominion Rubber System, at Kitchener, is sales manager of the tire department.

Now is the time to plan the Xmas display—don't overlook sending in a photo to HARDWARE AND METAL XMAS WINDOW CONTEST.

N. P. Petersen is Honored

Montreal.—The Gillette Safety Razor Co., of Canada, Ltd., took advantage of the opportunity, prior to his departure for England, to present N. P. Petersen, plant superintendent, with a gold watch, chain and pocket knife. The presentation was made last week and a number of friends were present, including Mr. A. A. Bittues and other members of the executive, office and plant staffs at Montreal.

Mr. Petersen is leaving for England to open a new factory for the company, and expects to be away from Canada for a considerable length of time. He has had special charge of similar work for the Gillette Company for some time past.

R.M.A. Membership in Workmen's Compensation Act

St. John, N.B.—A delegation from the Retail Merchants' Association appeared before the Government of New Brunswick to ask that it shall be made optional whether the Retail Merchants' Association are included in the Workmen's Compensation Act. Miss Frances Alward, secretary of the Provincial Association, presented the petition, and the following members addressed the Government: F. W. Daniel, F. C. Young, C. R. Wasson, R. A. Macaulay, all of St. John, and J. W. Scovil, St. Stephen, N.B., and Robert Strain of Woodstock, N.B. Acting-Premier Foster promised that a statement of the matter would be furnished as soon as possible, when future consideration would be given the matter.

Rehearing of Freight Rates Case

Ottawa.—The railway rates case, fixed by the Railway Commission for further hearing next Monday, opens up some interesting possibilities.

The Manitoba and Saskatchewan Governments are taking the initiative in having the matter reopened by moving formally for a suspension of the new rates. This, of course, will open up the whole question.

Use Natural Gas for Heating

Bridgeburg, Ont.—Mayor Gordon was notified that a special permit will be granted by the Minister of Lands, Forests and Mines, Hon. H. Mills, in view of the intense coal shortage at Bridgeburg, allowing natural gas for heating purposes to be used for a period of six weeks.

Expects Early Rise in Prices of Many Steel Products

J. L. Replogle, chairman of Replogle Steel Co., and president of Vanadium Corporation of America, questioned regarding the situation in the steel trade, emphasizes the importance of railroad buying. He pointed to the increases in freight rates which the roads are enjoying, over 80 per cent. as compared with pre-war period, and expressed opinion that the roads are in good financial condition and manufacturers who need steel should help the situation by placing their orders. He said:

"A great many steel products, notably rails, have been selling on an extremely low basis, under the actual producing cost of some mills.

"Personally I believe that, instead of a reduction, there will be an increase in price of many steel products in a few months."

Commercial Travelers' Officers

Montreal.—The Dominion Commercial Travellers' Association elected officers at their meeting held in Montreal last Saturday. J. M. S. Carroll was elected to the office of president, the chair being occupied for this meeting by retiring president J. Charles Shea. R. O. Grothe and Frank Sumner were chosen respectively first and second vice-presidents. Maxwell Murdock was re-elected as treasurer, while C. D. Bertrand, A. DesRosiers, R. A. Eaton, H. S. C. Holland and John Perry were named to fill the five vacancies as directors. All those with J. C. Bisaillion, E. E. Goodenough, Wm. J. Joyce, F. A. Noble and J. A. A. Seguin (all retiring in 1921) and J. Chas. Shea, as past president, will constitute the board for next year.

The probability of the biggest surplus in the forty-six years of the association, and its marked growth in membership recently, were referred to by Mr. Shea. The annual meeting will take place at the Windsor Hotel on Saturday evening, December 18. A dinner is also to be held during next month.

New Officials Announced

Toronto.—C. E. Calvert, president of the Pressed Metals Company of Canada, Ltd., and the American Bushings Corporation, announces that the executive committee of these concerns has chosen as general manager F. G. B. Allan, succeeding J. W. Leighton.

Mr. Leighton is now chief engineer and supervisor of work and will devote the major portion of his time to the development of the patented bushings and tube processes.

Considering Power Distribution

Toronto.—Government assistance for those at present unable to get Hydro power will be suggested by the Legislative committee which is dealing with the question of a more equitable distribution of power throughout the Province. The suggestion of a flat rate for Hydro power has been definitely turned down and the committee is of opinion that further development of power at as early a date as possible is the only solution of the power problem.

"ANCIENT NAILS"

A writer in an English hardware paper is responsible for the following:

"Speaking of past and present, I bought an old oak grandfather clock-case some time ago, with the object of restoring it for my own amusement. It was not the first job of the kind I had undertaken, but never did I encounter such stubborness as opposed me in removing the decayed bottom of this case. It was held together with a peculiarly effective kind of iron nail, driven in and countersunk with such diabolical competence that I was forced at last to break the boards and mouldings asunder—the nails would not yield. They were made of wrought iron, four-square, and tapered something like a brad, but with a head which, when driven in, was determined to remain there till the day of universal decay. I uncovered one longitudinally in situ, and even then it would scarcely part from the half of the habitation it had so long lain in. That nail knew its business. It had not gone in straight, like a decent Frenchman, but lay in a bend, rusty, but happy, as if for all time. Are such nails made today? I am not a 'grouser,' so I will simply say I hope not."

Public Resents Luxury Tax

The Tariff Commission when in St. John recently heard protests of the R.M.A. President W. G. De Wolfe pointed out that merchants had found it impossible to apply the tax with justice either to the public or themselves, that the public resented this form of tax and that collection of this tax at point of manufacture was more desirable. The loss of time on the part of clerks in explaining the tax to customers and errors made by employees were also pointed out.

J. G. Harrison, secretary-treasurer of W. H. Thorne & Co., Ltd., hardware merchants, said that what the merchants desired to impress upon the commission was the necessity of changing the method of collection. The merchants believed that the taxing of goods at the source of supply was the fairest method and believed that everyone then would pay their fair share. It would then be as a tariff. They wanted to impress upon the Commission the hardships undergone to collect the tax. It interfered with business and, with a busy season coming, he did not know how they were going to do business. He favored payment by check instead of payment by stamp. The retailer objected to being tax collector. The great objection to the stamp tax was that it had to be imposed with a rush when the store was full of customers.

Canadian exporters should get away from the long-standing practice of relying upon foreign commission houses to find a market for their goods. "There is a yawning market," Mr. O'Hara adds, "in almost every country in the world for Canadian goods."

Yawning Market for Canada's Goods

Ottawa.—Canadian firms who have passed business inquiries on to firms in other countries are critically handled in the annual report of T. C. T. O'Hara, Deputy Minister of Trade and Commerce. Mr. O'Hara makes a strong plea for building up Canada's foreign trade through Canadian channels.

"Not infrequently," Mr. O'Hara says, "cases are brought to the attention of the department of Canadian firms before whom the department has placed information as to purchases desired abroad who have referred such inquiries to firms in other countries. In such cases the department has removed the names of such firms from its lists of Canadian export firms so that no further information will be furnished them."

Complaints have also reached the department from foreign buyers that upon their placing an order with certain Canadian manufacturers to purchase goods manufactured by them they have been referred to agencies in these other countries and informed that such agencies handle all their foreign business. In some cases foreign purchasers have thereupon refused to place an order.

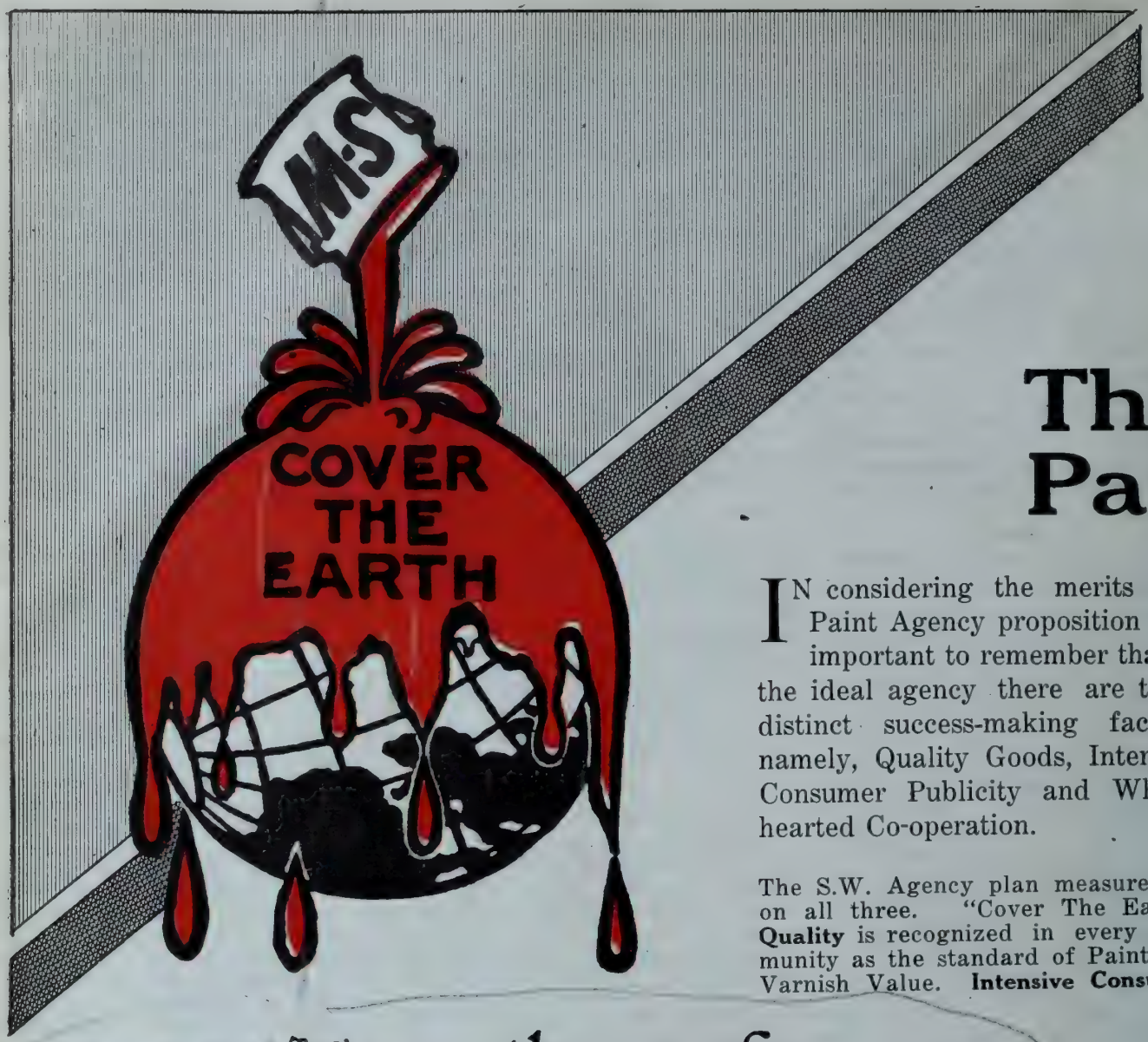
Advices Show Strong Broom Markets

WHILE there is no definite advice that there will be an increase in the price of corn brooms, Hardware and Metal is informed that manufacturers recently considered the outlook and particularly the price basis, with the result that no reductions are anticipated.

The reasons, principally, for a firm market as given by the makers of brooms are: 1. High exchange rates on the broom corn, which comes from the United States; 2. The higher freight rates, on both raw and finished products, that is both going and coming; 3. The reported cut in the broom corn crop, amounting, it is stated, to 60 per cent.

There has been a tendency, Hardware and Metal is informed, on the part of some minor manufacturers, to shade prices, and the present tendency toward lower levels on some products lends strength to this temptation. In a general sense some feel that, notwithstanding any other considerations, the above reasons are likely to hold prices quite firm, precluding the probability of a general slump.

A condition that should be mentioned is that of the difficulty of obtaining wood handles. It is a fact that some woods are scarce, and others can only be had at a premium. With a scarcity of these prevailing, there is unlikely to be any considerable recession in the prices of the handle makers.



A Than Paint

IN considering the merits of a Paint Agency proposition it is important to remember that in the ideal agency there are three distinct success-making factors, namely, Quality Goods, Intensive Consumer Publicity and Wholehearted Co-operation.

The S.W. Agency plan measures up on all three. "Cover The Earth" **Quality** is recognized in every community as the standard of Paint and Varnish Value. **Intensive Consumer**

"Save the surface and you save all" *Paint & Varnish*

SHERWIN

Co. of Canada,

PAINT, VARNISH AND COLOR

Factories: MONTREAL, TORONTO,
Offices and Warehouses: MONTREAL, TORONTO, WINNIPEG,

Better Usual Proposition



Publicity—the most potent sales-creating force—is constantly increasing the demand for S.W. Products. And back of these two, **Intelligent** and **Wholehearted Co-operation,** making the selling of "Cover The Earth" Paints and Varnishes both pleasant and profitable.

If you are not already an S.W. Agent, we suggest you look into the details of this proposition now. Remember—the "Cover The Earth" line of Paint and Varnish Products is complete, a right quality product for every painting and varnishing need—Made in Canada to meet Canadian conditions.

We shall be glad to put our plan before you for consideration and we invite you to compare it with any other paint-selling proposition.

Write to-day for detailed information.

WILLIAMS

Limited

MAKERS, LINSEED OIL CRUSHERS

WINNIPEG, LONDON, ENG.
CALGARY, VANCOUVER, HALIFAX, N.S., LONDON, ENG.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

ORNAMENTAL IRON FENCE

J. W. Rork, Norwood, Ont.—Kindly let us know where we can get ornamental iron fence, with posts, etc., suitable for going round memorial monuments.

Answer.—Aikenhead Hardware Co., Ltd., Toronto, Ont.; Canadian Allis Chalmers, Ltd., Toronto, Ont.; Canadian Ornamental Iron Co., Toronto, Ont.; J. Corteau, Lac La-Biche, Que.; Dennis Wire & Iron Works, London, Ont.; Partridge & Sons, Kingston, Ont.; Shipway Iron, Bell & Wire Mfg. Co., Ltd., Toronto, Ont.; John Wilson & Son, of Montreal, Ltd., Montreal, Que.; Winnipeg Iron & Wire Co., Winnipeg, Man.; Montreal Architectural Iron & Wire Co., Montreal, Que.

PAPER BALERS

Jas. Simmons, Ltd., Halifax, N.S.—Kindly advise us of the names of makers of paper balers.

Answer.—The Climax Baler Co., Hamilton, Ont.

QUEBEC HEATERS WITH OVENS

J. G. Tweedle, Fergus, Ont.—Kindly inform us where we can procure Quebec heaters with oven attached.

In answering this in Nov. 6 issue the name of the Empire Stove & Furnace Co., Ltd., Owen Sound, Ont., was inadvertently omitted.

FIRE PLACE ACCESSORIES

J. L. Demers, Thetford Mines, Que.—Could you give us the names of firms in Canada making fire-place accessories.

Answer.—The Beaver Brass Mfg. Co., Ltd., Toronto, Ont.; The Brooks Mfg. Co., Toronto, Ont.; C. A. Hutchison, Montreal, Que.; The Robt. Mitchell Co., Ltd., Montreal, Que.; Tallman Brass & Metal Co., Ltd., Hamilton, Ont.; Universal Lightning Rod Co., Hespeler, Ont.; Wentworth Brass Co., Ltd., Hamilton, Ont.; The Vulcan Co., Ltd., London, Ont.

SUPREME HEATING CO., WELLAND

H. R. Carter, Clifford, Ont.—Can you inform us where we can get repairs for stoves made by the Supreme Heating Co., Welland.

Answer.—McIntyre & Taylor, Ltd., 501 Queen St., W., Toronto, have repairs for some of the stoves formerly made by this company.

IRON FENCE FOR MONUMENTS

J. W. Rork, Norwood, Ont.—Kindly let us know where we can procure iron fence and posts suitable for going round memorials and monuments.

Answer.—The Aikenhead Hardware Co., Ltd., Toronto, Ont.; The Canadian Allis-Chalmers, Ltd., Toronto, Ont.; The Canadian Ornamental Iron Co., Toronto, Ont.; J. Couteau, Lac La Biche, Que.; Dennis Wire & Iron Works, London, Ont.; D. G. Latta, Ltd., Edmonton, Alta.; Partridge & Sons, Kingston, Ont.; Shipway Iron, Bell & Wire Co., Toronto; John Wilson & Sons, of Montreal, Montreal, Que.; Montreal Architectural Iron Works, Montreal, Que.; Westminster Iron Works, New Westminster, B.C.; Winnipeg Iron & Wire Goods, Winnipeg, Man.

Trade Enquiries

Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.

2320. **Iron ore.**—An old established firm in Middlesbrough, England, desire to import considerable quantities of iron ore to the River Tees.

2321. **Small tools.**—A Dutch firm are interested in small tools.

2323. **Metal sheets.**—A Port Elizabeth firm of manufacturers ask for quotations on regular supply of metal sheets in plain and corrugated galvanized iron, black iron, zinc, brass and copper.

2325. **Building materials, bar iron, wire, plain and barbed, etc.**—A Cape Province firm specializing in builders' supplies request catalogues, price lists and correspondence from manufacturers prepared to export.

2327. **Iron and steel goods.**—A Port Elizabeth, Cape Province, firm of importers, request offers, catalogues and price lists from manufacturers exporting bar iron, galvanized iron, fencing wire, wire nails, general hardware and steel goods of all kinds.

2328. **Building material.**—A Natal firm specializing in building material and builders' hardware requests correspondence, price lists and catalogues, when possible, from Canadian exporters.

2330. **Hardware, lampware.**— A Durban firm of importers ask for catalogues, price lists, etc., on any line of household hardware and lampware.

2331. **Wire.**—A Durban manufacturer with branch factory in Johannesburg is open to buy Canadian wire all grades, including copper, brass, nickel, steel, plain, galvanized and tinned wire.

2332. **Piping.**—A Natal manufacturer makes inquiry about supply of piping 3-8-inch to 1 1-4-inch.

2333. **Household appliances.**—An importing firm in Pretoria, South Africa, specializing in labor-saving appliances request correspondence, catalogues and prices from Canadian exporters.

TARIFF COMMISSION HEARS TAX

Continued from Page 36

that an increased sales tax would be an easy and practical way out of the difficulty, and they would welcome a change in this direction. It is a fact that many of the small storekeepers have been discarding the luxury tax altogether, and especially in the country districts.

Percy McAvity, of T. McAvity & Sons, Ltd., hardware merchants, when questioned as to what his feelings were on the luxury tax problem, said: "The luxury tax is a burden to the large merchants who have to keep up prestige and reputation for straight dealing, inasmuch as it provides a means of unfair competition for the unscrupulous dealers who evade the law by charging no luxury tax, telling the customer that they pay it themselves, when in reality they split sales and thus avoid it altogether."

Mr. McAvity expressed himself very strongly as being opposed to the present system for the collection of the luxury tax, and would favor an increased sales tax to provide for its abolition. He is of the opinion that the tax should be placed on the goods at the source of supply and absorbed in the selling price to the consumer. To collect the tax at the beginning would reduce the cost of collection to a minimum. Figuratively speaking, if there are 1,000,000 retailers in Canada, the Government has 1,000,000 accounts to collect, but if there are 50,000 manufacturers and the tax be collected from them, the cost of collection would be reduced to the lowest possible point. "As things are now," he added, "we are paying for a whole army of collectors, accountants, etc., who are absorbing a large percentage of this tax which is putting a curb on buying, and it is the buyers on whom the retail merchants depend for their existence." Mr. McAvity says, "Do away with the luxury tax by all means."

Should Be Absorbed in Selling Price

Stanley E. Fisher, general manager of W. H. Thorne & Co., Ltd., St. John, N.B., retail business, is most emphatic in his denunciations of the luxury tax. "I am firmly of the opinion that this revenue should be collected by an increased sales tax, and absorbed in the selling price of the goods. And as for the stamps, they involve a good deal of labor and time and slow down service in a busy store. There is also a big outlay in cash for the stamps, for which the merchant gets no return and loses either bank interest or profit on goods which this cash would buy. It is a case of collecting a tax on goods before they are sold, and the merchant is the goat.

"Of course the stamps show to the customer that the Government is getting the cash, but my experience is that a man would much rather pay $4.80 for an article, to include the tax, than pay $4 and another 80 cents tax. When we interviewed the Government on the luxury tax (Mr. Fisher is an active member of the St. John Branch of the Retail Merchants' Association and refers to their recent petition for the abolition of the luxury tax) they told us that they did not want the people to buy the goods on which the luxury tax was placed and the object was to enforce economy, but if the sales tax were increased the cost of all commodities would naturally be increased and the burden thrown on the persons who could least afford it. This has proved to be altogether a mistaken idea. The labor element, who are supposed to be protected by the luxury tax, are the biggest kickers. From all sides comes the cry, 'There ought to be no luxury tax on this, that and the other,' whereas if the sales tax had been increased, nobody would have known or felt the difference. I should be glad to see this burdensome tax abolished."

A Sore Spot With Customers

H. W. Emerson, of Emerson & Fisher, Ltd., St. John, when interviewed, stated that he had not gone into this matter with his firm, but personally was very much in favor of the luxury tax being abolished and in its place an increase made on the sales tax. They find the luxury tax to be a sore spot with all customers.

The power of suggestion is important in Xmas selling—show how you capitalize it through an entry in HARDWARE AND METAL XMAS WINDOW CONTEST.

Twenty Years Ago

Items of interest reprinted from the Hardware and Metal files of twenty years ago.

Items of interest reprinted from the issue of Hardware and Metal of November 24, 1900:

* * *

"Hardware and Metal understands that one of the subjects that will come up for discussion at the convention of the National Hardware Association of the United States, now being held at Richmond, Va., will be the invasion of the hardware field by the departmental stores."

* * *

"The strength of the hemp market has resulted in a rather sharp advance in price of sisal and manila rope. The base price of manila is now 12½ cents per pound and sisal is 8½ cents per pound."

* * *

Dealing with the meeting of the Montreal Hardware and Paint Dealers' Association, a report says: "It was decided that letters be written by the secretary to all jobbers in Montreal asking them to discontinue selling retail at any price. It was also decided to agitate to have retail prices set by manufacturers who now set prices for jobbers. Consequently the secretary will write to Jenkins & Hardy representing the various manufacturers' associations and ask these various organizationas to: 1. Establish prices at which goods are to be sold to the consumer. 2. To give enough rebate to merchants so that there will be a reasonable profit for the smallest retailer. 3. To have a gradation price for large quantities."

* * *

"C. A. Thomas, popular commercial traveller for Western Ontario for H. S. Howland Sons & Co., has severed his connection with this firm and has taken a position to represent the Sherwin-Williams Paint Co. on his old territory in place of Mr. W. S. Fallis, who has been transferred by the Sherwin-Williams Co. to the Maritime Provinces."

* * *

"Geo. C. Stannard, traveller for E. T. Wright & Co., tinware manufacturers, Hamilton, Ont., had a narrow escape from drowning on the ill-fated Monticello, as he had engaged passage on the vessel but was detained by a customer."

* * *

"The McClary Mfg. Co., London, Ont., intend erecting an addition to their factory in that city."

* * *

"Twelve of the Canadian salesmen of the Sherwin-Williams Company passed through Toronto this week en route to Cleveland to attend the twentieth convention of this company."

Steel Mills Suffer From Lack of New Business

More Blast Furnaces Being Put Out—Relation of $58.02 to $24.50 Between Now and 1913

PRODUCERS of iron and steel continue to meet a condition of contracted buying and falling prices by further additions to idle plant capacity. Seldom has the market as a whole been so lacking in new business, even in times of acute trade depression, as at present. Unwillingness to pile product at the extreme costs now prevailing is responsible for the rapidity with which this curtailment is being effected. The widespread character of this readjustment of output has inspired the hope that an equilibrium of the market may be established soon. However, there are no immediate signs that such a condition is near at hand. Since November 1 no less than 15 additional blast furnaces have been put out and more are scheduled to follow soon. This week's list includes two merchant stacks at Chicago and three steelworks' furnaces in the Mahoning Valley where out of 66 open-hearth furnaces 38 are out of commission. Two of these steelworks are down entirely. An eastern plate mill has suspended operations, says "The Iron Trade Review."

Because of its large volume of bookings at minimum prices, the Steel Corporation plants are able to maintain its production better than the independent mills. The Carnegie Steel Co., with 80 per cent. of steel works capacity and 44 out of 59 blast furnaces in action, illustrates this situation. This company has reduced its stock of steel to 150,000 tons from the high point of 260,000 tons.

Present average prices of fifteen leading iron and steel products compare with a corresponding date in 1913 in the relation of $58.02 to $24.50 according to the weekly composite average compiled by "The Iron Trade Review." Last week the composite average was $64.51. Efforts of buyers to cancel contracts are continuing even where low-priced tonnage is involved. How heavy has been the cancelled tonnage in steel is indicated by the fact that even in the case of some of the large Steel Corporation subsidiaries with minimum price represented, this has amounted to approximately 20 per cent. of the liquid business on hand. The movement toward the Steel Corporation schedule of prices also has become conspicuous in the warehouse steel market. This week leading jobbers at Chicago, Cleveland and elsewhere have dropped their quotations to the minimum schedule long maintained by the leading interest. This represents a cut of $10 a ton in some districts.

Banks Should Not Press Merchants Unduly

Should Give Time for Reasonable Absorption of Commodities—Canada in Good Position to Recuperate

PRESSURE by the banks on the business community to hasten liquidation will not be of an embarrassing nature, generally speaking, if the advice of President C. A. Bogert to the members of the Canadian Bankers' Association is followed. Mr. Bogert, in addressing his fellow bankers, discussed the decline in commodity prices, and urged that the banks do not bring undue pressure upon borrowers against commodities for liquidation, but asked them to give reasonable time for gradual absorption of the commodities by the public, thereby avoiding further depreciation and the accompanying disturbance.

On the other hand, the banks are very much interested in speedy marketing of crops, and Mr. Bogert said it was reassuring to know that the value of Canada's exportable food products alone this year would reach very large figures, and growers of products and grain dealers should be offered all possible facilities for the marketing of these products. The fact that Great Britain is now in the market for Canadian wheat was a matter for gratification, while Belgium, France, Switzerland and Spain had already been buying. The effect of these sales was just becoming apparent, and, although no material reductions have yet been made in the ordinary commercial loans, gradual improvement should take place during the balance of the winter.

As to the prospects for easier money, Mr. Bogert did not look for much improvement in this direction until well into next year, perhaps the summer.

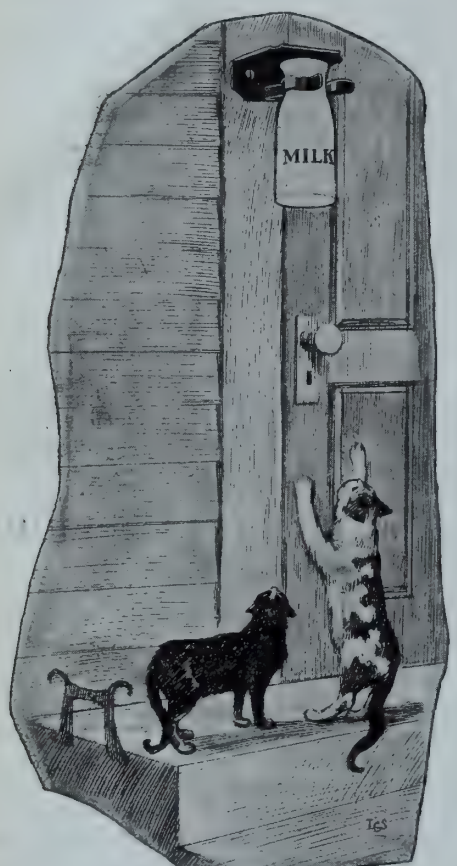
Canada, in Mr. Bogert's opinion, was probably in a better position to recuperate from the war than any other country, with its great resources and steadily increasing volume of products. Many commercial readjustments would have to be made, and those engaged in lines of business holding merchandise which is depreciating in value with falling prices, would have to draw on their profit and reserve. Merchants in some lines of business would have to take losses, but he believed the majority of them had accumulated sufficient surpluses during the profitable war period to provide for these contingencies.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

BEACON MILK BOTTLE HOLDER

A simple practical device for holding the milk bottle out of the reach of cats and dogs has been put on the market by the Moers-Wright Co., 1400 Broadway, New York City, U.S.A.



Beacon Milk Bottle Holder

The Beacon milk bottle holder is made of steel, enameled black, and is quickly and easily attached to door or side of house. The flat top under which bottle fits also keeps dust, rain, snow or ice from coming in contact with the pasteboard cap used to seal the bottle.

PIVOT TIRE PUMP

What is claimed to be a new idea in tire pumps has been put on the market by the Pivot Sales Corporation of 608 Chestnut Street, Philadelphia, Pa.

When required for use, the pump is clamped to the running board of the car with a thumb screw and the end of the tube connected to valve of tire. All that is necessary to inflate the tire is to turn a crank in the same manner as operating a meat chopper.

It is said to be so easy that a woman can inflate four tires in 20 minutes without becoming exhausted, as with the old style pump.

Good results are said to have been obtained on tires up to 36 inches by 4½ inches, but it is not recommended for large truck tires.

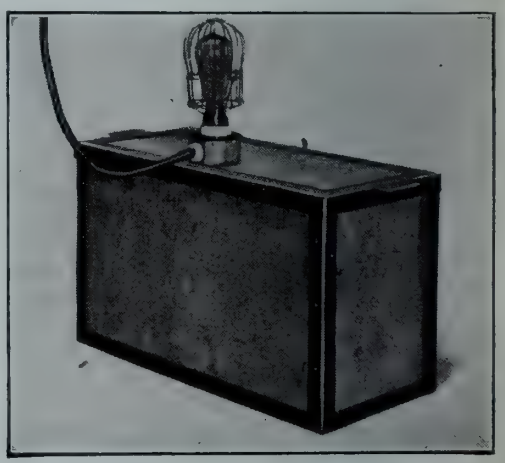
"MENO" RUST REMOVER AND CLEANSER

A new preparation known as "Meno" rust remover and cleanser, has recently made its appearance on the market. The inventor of the preparation is a chemist, who, realizing that the methods employed to remove rust, corrosion, etc., from machines, engines, tools and all metal surfaces, required considerable time and involved high labor costs, set before himself the task of devising a much better and more economical cleansing method, with the result that "Meno" rust remover and cleanser was invented, and that it is remarkably efficient to a high degree is proven by the enthusiastic endorsements received from those who have used it. It is a combination and blending of certain chemical ingredients, which in combination produces an electro-chemical action that is said to rapidly loosen and dissolve rust, corrosion, grease, oil, dirt, carbon, paint or any other foreign substance that is adhering to the metal—irrespective of its age or hardness, its action automatically ceases when contact between the cleanser and the metal is established, and it will positively not injure or mar the surface of the metal itself in any way. There are two methods of using the preparation, by applying with a brush, or by mixing the preparation with water and immersing article to be cleaned. It is stated that the preparation is absolutely safe in every way, that it will not burn or explode, and is an economical one to use, as the same solution may be used many times over as it does not deteriorate or lose its cleansing power. Peter A. Frasse & Co., of 417 Canal Street, New York, U.S.A., are the sole distributors, and are now establishing agencies in various parts of the country for the sale of this preparation.

One of the most effective salesmen in your organization is your window—show how you use it in HARDWARE AND METAL XMAS WINDOW CONTEST.

HYRATE ELECTRIC OVEN

The Service Station Supply Co., of 32-34 E. Larned Street, Detroit, Mich., are manufacturing the Hyrate Electric Oven. This they claim has been designed to produce, first of all, practical results in saving time and labor, as well as breakage, for battery tear down and that the cells are heated not only rapidly but fairly and evenly and without burning or charring the tray or rubber parts, and thus danger from explosion of igniting gases in the cells is eliminated. They also claim that the Hyrate Electric Oven will do the work of several steam ovens



Hyrate Electric Oven

in actual output as there is no steam gauge to watch or work of filling the boiler, as the external solid parts of the battery are thoroughly heated before the solution rises in temperature so that plates are not injured by the heat.

THE ELBE SPEEDASCOPE

The Elbe Motor Co., 414 W. Pico St., Los Angeles, Cal., are manufacturing a rear sight mirror which allows the driver of a car to see everything behind, across the entire width of the road, without taking his eyes from the traffic ahead.

The Elbe Speedascope is made from plate glass with ground edges and round corners, mounted in a nickel plated frame. In an enclosed car the mirror is attached to the front edge of the top and the traffic behind is reflected through the rear window. In an open car mirror is attached to the top edge of the windshield.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

THE chief feature of this week is another decline in the price of rope. Manila and sisal are both lower.

Ingot metals are weak and show some lower prices—tin especially having lower quotations. Other declines are made on black sheets and harness hardware.

Linseed oil shows a continued depression in price and many expect lower paint prices as the result of cheaper turpentine and oil and lower pig lead prices.

The colder weather has stimulated business in seasonable lines and articles suitable for Christmas gifts are moving out well. A shortage in many lines much in demand at this time of the year is reported.

Montreal Markets

MONTREAL, Nov. 18.—Hardware trade is still reported good, especially on seasonable lines and strictly holiday goods. The ingot market is weak and declining, as are also black sheets, one line of fry pans, manila and sisal rope, saddlery hardware, soldering coppers, etc. The advances on various lines are conspicuous by their absence this week, though a line here and there is steady. Business from country dealer is still heavy.

Standard Nail Stock Somewhat Improved

Montreal.

NAILS.—As far as the standard wire nail situation goes there is an improvement in supplies. Jobbers are getting fair delivery from the mills, and prices remain steady at $6.35 per keg. Cut nails are $7.40. The tendencies are no higher, and within a few weeks, once stocks are in shape, there will be a restricted buying that should help bring a reduced basis.

Wares Are Active; No Changes Made

Montreal.

WARES.—Prices on wares are steady, the discounts on various enameled and stamped ware remaining unaltered. There is a steadily active demand yet, manufacturers report, the request being for seasonable as well as for general lines. As soon as deliveries of the raw material improve sufficiently there will be an easier tendency, but makers state that desired improvement is slow in coming.

Lower Prices Deferred on Gasoline; Coal Oil

Montreal.

GASOLINE, COAL OIL.—Prices have declined in the States on gasoline, but there is no reduction here as yet. This will come, doubtless, in the immediate future. For this and for coal oil there is just a fair sale. Prices on oil remain at 31 cents for the ordinary grade and at 43½ to 48½ cents for gasoline, according to grade.

Stove Trade Active; Foundries Are Busy

Montreal.

STOVES AND RANGES.—Prices on stoves, ranges and heaters do not show any downward tendency owing to the continued good demand, for one thing, and owing on the other to the restricted supplies of necessary raw materials. Heaters have been ordered freely and manufacturers are working to capacity in turning these out. There is a fair sale, too, for ranges and stoves, though none seem to be stocking up freely.

Greater Demand For Clocks Than Before

Montreal.

CLOCKS.—There is an exceedingly good demand for alarm clocks, these going out by the hundreds. The difficulty is that of getting them, and there has been a shortage which will not be overtaken for many months to come. Prices are unchanged.

The Xmas present seeker gets bewildered—show how you help such shoppers by an entry in HARDWARE AND METAL XMAS WINDOW CONTEST.

Many Skate Buyers; Prices Remain Steady

Montreal.

SKATES.—There is an active inquiry at the present time for skates and jobbers are well pleased with the trade accorded them. Prices remain steady. Some foreign goods are being sold here.

Silverware Sells For Holiday Trade

Montreal.

SILVERWARE.—The demand this year for silver plated ware is reported excellent and prices, while unchanged now, should be lower a little later on. Hardware and Metal is informed that wages have been revised downward somewhat, which should make, in time, a more favorable basis on these products.

Healthy Demand; Cutlery Is Steady

Montreal.

CUTLERY.—The approach of the holiday season is giving the jobbing trade a great deal of new business on various types of cutlery. The supply is fair, and some lines which have become popular are selling very freely indeed.

Flashlight Sales Grow in Volume

Montreal.

FLASHLIGHTS.—The demand for flashlights has been very active of late and is growing month by month. Jobbers are purchasing freely and having supplies come forward by express, so great is the demand of the consuming trade to the retailer. Prices remain unchanged.

Decided Decline Applies on Rope

Montreal.

ROPE, CORDAGE.—A further decline

in the price of rope has been made effective from November 13. This is in accord with the gradual transition in market prices, and has been definitely forecast in the last two issues of Hardware and Metal. Best manila is now selling at 31 cents basis. Beaver manila at 24 cents, sisal and lathyarn 21 cents.

Stove Pipe Elbows in Freer Supply

Montreal.

PIPE ELBOWS.—A good demand exists for stove pipe elbows. Pipes are still very scarce, but elbows are in rather fair supply. Prices are steady.

Roofing Caps Scarce; Few Roofing Nails

Montreal.

ROOFING CAPS.—There is a scarcity of tin roofing caps, the same being almost unprocurable. There is also a great scarcity of large head roofing nails. Prices are naturally holding firmly.

Fry Pans Show 20 Per Cent. Drop

Montreal.

FRY PANS.—Lower prices are effective on steel fry pans, No. 00 being quoted at $2.65; No. 0, $3.15; No. 1, $3.95; No. 2, $4.50; No. 3, $5; No. 4, $5.50; No. 5, $6.30; No. 6, $7.35; No. 7, $11.55 per dozen. There is but this one decline and this has been induced, it is stated, through price-cutting rather than through the reduction of producing costs.

Saddlery Hardware Reduced 10% to 15%

Montreal.

SADDLERY HARDWARE.—One of the interesting features of the present market is a declining basis on saddlery hardware. Various lines are marked down from 10 to 15 per cent., according to the jobbing trade. This applies to rings, buckles, snaps, etc.

Soldering Coppers Are Marked Lower

Montreal.

SOLDERING IRONS.—A decline is noted this week in the price of soldering coppers, the following prices being effective: 1 lb., 65 cents; 1½ lbs., 95 cents; 2 lbs., $1.20; 2½ lbs., $1.45; 3 lbs., $1.70; 4 lbs., $2.25; 5 lbs., $2.80; 6 lbs., $3.35; 8 lbs. $4.45 per pair.

Auto Accessories Have Been Quiet

Montreal.

AUTO ACCESSORIES.—While automobile accessory demand has been very much curtailed of late there was a revival for a time and sales at present are fair. The time of year when many lines are saleable is fast disappearing, but for lap robes, foot warmers, and a number of other lines the sale is fairly good.

A bigger and better HARDWARE AND METAL XMAS WINDOW CONTEST this year.

Oven Glass Ware Is Speedy Seller

Montreal.

GLASSWARE.—A new retail price list has been issued by the Pyrex Sales Company of the Corning Glass Works. This list is subject to a discount of 30 per cent. to the trade, and it covers baking dishes, pie dishes, pie plates, utility dishes, bread pans, cake dishes, etc. There is an excellent demand for goods of this kind, jobbers state, sales increasing from month to month, and especially as the holiday season approaches.

Auto Tires and Tubes Quoted Less

Montreal.

AUTO TIRES.—A reduction has been made in the price of Dunlop automobile tires, this covering the whole line. The reductions are approximately 5 per cent. on fabric tires, 7½ on cord tires, and 12½ per cent. on inner tubes. The reductions date from November 5 and these prices are guaranteed, Hardware and Metal is informed, until April.

Prices Iron and Steel Unchanged

Montreal.

IRON AND STEEL.—Little new has developed in the situation. Had there not been so much activity in the demand from jobbers prices might have softened somewhat, but the demand still is quite heavy. Mills are working overtime rolling, and this should help overcome the shortage existing on a number of sizes. The country orders come to hand quite freely.

IRON AND STEEL

Common bar iron, 100 lbs.	5 15
Refined iron	6 65
Iron finish machinery steel	5 25
Mild steel	5 30
Band steel	5 80
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	5 30
Tire steel	5 50
Toe calk steel	6 20
Harrow Tooth Steel	5 45
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

NOTE—Refined Iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Easy Undertone on Lead Products

Montreal.

LEAD PRODUCTS.—There has been a tendency to lower levels on various items in the lead list, and with the pig situation easier again this week the price list may undergo revision downward very soon. Solder will likely decline, for the tin market has again been reacting downward. Trade, while seasonably fair, is not very brisk.

Lead pipe, per 100 lbs.	16 00
Lead waste, per 100 lbs.	17 00

Note.—Lead pipe is subject to a discount of 10%

Lead traps and bends	List plus 15%
Lead wool, lb.	0 14
Lead sheets, 2½ lbs.	0 12
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 11½
Do., 4 to 8 lbs. sq. ft.	0 10½
Cut sheets ¼c lb. extra and cut sheets to size. ¾c lb. extra.	
Solder, guaranteed, lb.	0 31½
Solder, strictly, lb.	0 29½
Solder, commercial, lb.	0 26½
Solder, wiping, lb.	0 26¼
Solder wire (8 gauge)—	
40-60	0 33¾
45-55	0 36
50-50	0 38¼
Zinc sheets, casks	0 16½
Do., broken lots	0 17

Pipe Supply Fair; Prices May Decline

Montreal.

PIPE.—There is no change this week on pipe. Supplies are scarce of some sizes, but there will be a recovery for the better in this respect, doubtless, with the cessation of certain work. Prices should show no increase and will perhaps decline a little later, especially with improvement in transportation and skelp supply.

LIST NO. 46

Standard Buttweld Pipe

Per 100 ft.

	Steel		Gen. Wrought Iron	
	Blk	Galv.	Blk.	Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8.63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.17
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe

Per 100 ft.

	Steel		Gen. Wrought Iron	
	Blk	Galv.	Blk.	Galv.
2	$32.01	$ 38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2.66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4.39	4.39	5.21

Black Sheets Down; Galvanized Quiet

Montreal.

SHEETS AND PLATES.—Prices are lower this week on black sheets, the reduction being from 25 to 50 cents per 100 lbs. The heavier gauges are marked down most, due to the fact that for these there is restricted demand. The stocks are much improved. Galvanized sheets are steady, but the demand is now decidedly light. It is not thought that reduction of price would, at present, stimulate buying to any great extent. At the same time prices can reasonably be expected to lower after the turn of the year, probably sooner. It depends somewhat on the holders of supplies and whether they have to liquidate.

BLACK SHEETS—		
10 gauge	....	9 00
12 gauge	....	9 25
14 gauge	....	9 50
16 gauge	....	9 50
18-20 gauge	....	10 40
22-24 gauge	....	10 50
26 gauge	....	10 55
28 gauge	....	10 70
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	13 75
28 gauge	....	13 25
26 gauge	....	13 00
22 to 24 gauge	....	12 85
20 gauge	....	12 65
18 gauge	....	12 65
16 gauge	....	12 50
English Standard—		
28 gauge	13 50	13 00
26 gauge	13 25	12 95
24 gauge	12 65	12 35
22 gauge	12 30	11 90
18 and 20 gauge	11 60	11 75

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Old Scrap List Is Much Lower

Montreal.

OLD MATERIAL.—Prices are reduced all along the line on old scrap. Brass, copper, lead, iron and steel, etc., are down several points, and there is likely, as reported last week, to be a lull in buying for some time. The accumulating stock is to be had under liberal buying orders, at even better prices than market quotations. Little stock is coming to hand from dealers.

DEALER'S BUYING PRICES

Automobile tires	....	0 01
Yellow brass	0 07	0 08½
Red brass	....	0 10
Light brass	....	0 05
Scrap zinc	0 05	0 05½
Lead, heavy	....	0 05
Lead, tea	....	0 02½
Light copper	....	0 10½
Heavy copper	....	0 12½
Wrought iron, No. 1, per gr. ton	19 00	20 00
Malleable scrap (ton)	....	22 00
Pipe scrap, per ton	9 00	10 00
Stove plate, per ton	....	25 00
Heavy melting steel	....	18 00
No. 2 busheling	10 00	12 00
Boiler plate	....	13 00

General Downward Move Applies to Ingot List

Montreal.

INGOT METALS.—Prices are easing on most ingot metals, and there is every prospect that buying will not revive in the immediate future. This is the main reason for declines.

TIN.—London basis is off this week, and the market unsettled. Prices are down 1½ cents here to 47½ cents per lb.

COPPER.—This, too, is sagging and the New York market is easy. A price of 19½ cents for "electro" and 19 cents for casting is quoted.

LEAD.—The weakest metal in the list. Declines in London of 30 shillings on Tuesday and of another pound on Wednesday are the outside features. Local price 8¼ cents.

SPELTER.—Generally soft and featureless, with light demand. Price 9 cents.

ANTIMONY. — Three-quarters of a cent below the level of last week brings the price of this down to 8¼ cents.

ALUMINUM.—At 36 cents a pound there is a restricted sale for this.

Toronto Markets

TORONTO, Nov. 18.—The chief feature this week in price changes is another decline in rope quotations.

Apart from that there is little alteration in market prices. Scythe snaths are priced higher for next season's booking, and further increases in woodenware, etc., on account of high cost of lumber are likely, it is stated in the trade.

Metals are held generally at the recent declines and finished products have not been affected. Slow improvements are noted in deliveries of sheets, pipe, etc., which have been scarce, but shipments are soon absorbed.

There is reported to be a shortage in jobbers' stocks of several winter lines such as hockey sticks, skates, snow shovels, furnace scoops, etc., in which the demand has been heavy.

Collections are stated to be good.

Rope Prices Drop; Two-cent Decline

Toronto.

ROPE.—A decline has taken place in the price of rope. Pure manila is quoted at 2 cents per pound less, base. Beaver manila and New Zealand hemp also declines 2 cents; sisal, single and double lath yarn, are ½ cent per pound less. This is the second reduction in five weeks as prices were reduced to the same extent early last month. Present business is rather light, but the trade say it might be a lot worse. New quotations are given below.

Pure Manila basis	....	0 31
Beaver Manila basis	....	0 24
New Zealand hemp basis	....	0 24
Sisal basis	....	0 21
Single lath yarn basis	....	0 21
Double lath yarn	....	0 21½
Yacht marline, tarred	....	0 57
Halyards	....	0 50
Hemp, deep sea line basis	....	0 50
Do., tarred ratline basis	....	0 43
Do., tarred bolt rope basis	....	0 45
Marline and Houseline	....	0 45

Shortage Exists in Hockey Sticks

Toronto.

HOCKEY STICKS.—The shortage of hockey sticks this season appears as if these goods are going to be as hard to get as they were last year. Stocks in jobbers hands are very small and they report an inability to secure supplies. The demand has been exceptionally large and has no doubt something to do with present scarcity as it is believed that dealers have ordered in bigger quantities than usual on the strength of last season's business, and remembering the difficulty they had in obtaining supplies. Prices continue very firm and in view of the high price of lumber advanced prices instead of declines may be expected.

Iron Supplies Better; Quotations Holding

Toronto.

IRON AND STEEL.—An improvement in supplies is being maintained, but there is a shortage in some lines yet. Demand is fair but not very brisk. Prices are firm and little change is anticipated in the trade. Quotations are as follows:

IRON AND STEEL

Common bar steel, 3-16 in. and lighter	$ 6 25
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and lighter	6 25
Common bar iron, ¼ in. and heavier	5 50
Horseshoe iron	6 00
Tire steel	5 95
Band steel	6 25
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	.....
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	6 00
Hoop steel	7 50

Pipe Holding Firm; A Little Improvement

Toronto.

PIPE.—No changes are noted in pipe. Supplies, though improved a little, are not yet what they should be, and stocks everywhere are very limited in the smaller sizes. The larger sizes are said to be freer, the trade having no difficulty in obtaining shipments. List No. 46 is still being used and is given below:

Standard Buttweld Pipe
List No. 46
Per 100 Ft.

	Steel		Gen. Wrought Iron	
	Blk.	Galv.	Blk.	Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8.63	7.95	9.43
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.67
2½	44.75	55 28	.....	.....
3	58.52	72.29	.....	.....
3½	74.66	90.62	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel		Gen. Wrought Iron	
	Blk.	Galv.	Blk.	Galv.
2	$32.01	$38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2.66	2.66	3.16
8	2.49	3.07	3.07	3 64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4.39	4.39	5.21

Make your ingenuity and skill at window dressing serve a double purpose by entering it in HARDWARE AND METAL XMAS WINDOW CONTEST.

Little Change Noted in Fittings

Toronto.

PIPE FITTINGS.—There is a steady demand for pipe fittings and though from now on sales will fall off, requirements, it is stated, are larger owing to the small stocks held by the trade.

Quotations are unchanged as follows:

PIPE FITTINGS

Cast iron fittings	Plus 10%
Plugs	7½%
Bushings	10%
Unions, ¼-in. to 2½-in.	30%
Do., ⅛-in. to 3-in. and larger	25%
Dart unions, ¼-in. to 2-in.	8%
Do., 2½-in. and larger	Plus 5%
Nipples, up to 4-in.	50%
Do., 4½-in. and larger	40%
Do., running thread, 4-in. and under	20%
Couplings, 4-in. and under	20%
Couplings, 4½-in and larger	Net list

MALLEABLE FITTINGS

	Black	Galv'd
Class A	0 70	0 85
Class B	0 30	0 40
Class C	0 20	0 30

10 *Per Cent. Advance on Scythe Snaths*

Toronto.

SCYTHE SNATHS.—New prices are out for next spring booking on scythe snaths and are 45 per cent. advance on list. This is an increase of about 10 per cent. on this year's prices.

Roofings and Papers Held Firmly

Toronto.

ROOFINGS AND PAPERS. — No change has taken place in prices of roofings, building papers or tarred felts. The demand is a little lighter, though a steady amount of sales are being made. There appears to be a feeling that an easier tone may be expected in some lines, but present prices are firm.

Skate Stocks Are Low at Present

Toronto.

SKATES.—Jobbers report a scarcity of skates at the present time. Shipments have been made on booked orders and most of these orders have been delivered, but for sorting up and for late orders the outlook is not promising. There was the same difficulty last season and supplies, especially of the lower priced skates, were very scarce.

Snow Shovels; Supplies Are Small

Toronto.

SNOW SHOVELS.—These articles are reported to be scarce and stocks in jobbers' hands are either light or non-existent at the present time. The trade have been fairly well supplied up to now but retailers who omitted ordering or who are caught short may find a difficulty in getting supplies. Prices are very firm.

No Changes in Gasoline or Oil

Toronto.

COAL OIL AND GASOLINE.—No changes are made in the prices of coal oil or gasoline. Sales continue very strong. Quotations on Royalite remain 29½ cents per gallon, and motor grade gasoline 42 cents.

Stove Supply Still Behind Demand

Toronto.

STOVES AND RANGES.—The demand still exceeds the supply is the report in different quarters regarding both heating stoves and ranges. Manufacturers state that deliveries of materials are still bad and foundry production is retarded in consequence. The manager of one large stove firm stated to Hardware and Metal that they hoped to get caught up on their orders before the end of the season, but did not expect they would be able to do so this year. There had been an exceptionally good demand with them for almost all kinds of stoves.

Are your windows a cash producing proposition at Xmas? If so your display should win a prize in HARDWARE AND METAL XMAS WINDOW CONTEST.

Catching Up With Ware Orders

Toronto.

WARES.—Sales for all kinds of wares, tin, galvanized, enamelled, japanned, etc., continue very good. Materials have been easier to obtain and manufacturers and jobbers have been enabled to make better shipments to the trade than they have for a long while. Prices continue firm and no change is anticipated in quotations.

Nails Unchanged; Steady Sales

Toronto.

NAILS.—A steady demand is being experienced for wire nails, and there is yet a shortage of some sizes. Prices are unchanged and wire are quoted at $6.40 base and cut at $7.35.

Metallic Roofings; Supplies Improve

Toronto.

METALLIC ROOFINGS AND SIDINGS.—A little improvement is noted in deliveries of metallic roofings and sidings, but there is still a shortage. Jobbers state that while no changes are made in prices it is no longer necessary to pay premiums to secure shipments. Sales have been very good, but are falling away now with the approach of colder weather.

Cotton Waste Holds at Recent Declines

Toronto.

COTTON WASTE. — No further changes in prices are reported and the raw cotton market has stiffened up a little. Although there may be slight revisions the trade do not expect much change from present prices of cotton waste.

No Changes in Valves and Bibbs

Toronto.

VALVES AND BIBBS.—Although the demand for the larger sizes of valves is not so large now, the sales of the smaller sizes and also for stop cocks and bibbs continue fairly brisk. Prices are unchanged though with the declines in copper and brass it is likely there will be a revision of prices shortly of these goods.

Quotations are appended.

Compression work, standard	25%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	28-30%
Flatway stop and waste cocks, standard	25%
Roundaway stop and waste cocks, standard	25%
Brass steam cocks, standard	add 10%
Globe, angle and check valves, standard	add 5%
J.M.T.	plus 10%
J.M.T. C.	Net
Gate or straightway	Net
Jenkins gate valve	10%
Standard gate	list plus 5%
Jenkins Globe	list plus 20%
Radiator valves, standard	23%

Not Much Change in Sheets

Toronto.

SHEETS AND PLATES.—But little change is noted this week here in sheets. The lighter gauges continue to be scarce, and while stocks are limited prices will not alter very much, and the easier tone felt at the mills has not been reflected here at present. Despite a smaller demand the majority of the mills are said to be operating on a basis of from 50 to 80 per cent. of normal, and though a number have just shut down, they are closed on account of a shortage of material and are expected to reopen within a few weeks. It is not thought likely that much alteration will take place until stocks are available in better quantities. Quotations are as follows:

BLACK SHEETS

14 gauge	$10 15
16 gauge	10 25
18-20 gauge	10 70
22-24 gauge	10 75
26 gauge	10 80
28 gauge	10 50
3-16 inch plate	7 00
¼-inch boiler plate	6 50

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier	Apollo	
10¾ oz.	$12 50	13 25	$15 00
U.S. 28	12 70	12 85	14 75
U.S. 26	12 40	12 55	14 25
22 and 24	12 25	12 40	14 00
18 and 20	11 95	12 10	13 75
16	11 95	12 10	13 50
12 and 14	11 20	11 95	....

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Lead and Zinc Products; No Further Change

Toronto.

LEAD PRODUCTS. — No further

changes have taken place in lead and zinc products and sales are fairly good. The primary markets in lead continued to decline and inquiries have fallen off with requests for cancellations and delayed shipments. Considering the cost of labor and freight rates it is said that further lowering of prices is impossible. Quotations are the following:

Lead pipe, list, per lb.	0 16
Lead waste pipe, list, per lb.	0 17
Do., over 8 in., list, per lb.	0 18
Lead pipe is subject to a discount of 10%.	
Lead traps and bends	plus 15%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 12¼
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 41
Solder, strictly, lb. 0 30	0 32
Solder, commercial, lb.	0 29
Solder, guaranteed, lb.	0 32
Solder, wiping, lb.	0 28
Zinc sheets, per lb.	0 19

Waste Materials Show Dullness

Toronto.

SCRAP MATERIALS.—Prices remain at recent changes in waste materials, but little trading is being done in large quantities. Cast iron and steel show further weakness though prices are unchanged. Copper and brass are inclined to be lower.

WASTE MATERIAL

No. 2 busheling		$13 00
Stove plate, per ton	28 00	29 00
Yellow brass	0 07½	0 08
Red brass		0 15¾
No. 1 machinery cast	37 00	38 00
Heavy melting steel	22 00	23 00
Heavy copper	0 12	0 12½
Scrap zinc		0 05½
Light brass	0 05	0 05½
R. Rd. wrought iron, No. 1, gr. ton	24 00	25 00
Heavy lead pipe	0 05	0 06
Old rubbers, boots and shaes	0 04	0 04½
Overseas lumbermen's rubber boots		0 04
Bicycle tires	0 01	0 02
Tea lead		0 03
Automobile tires	0 01½	0 02

Steel Fry Pans Decreased in Price

Toronto.

STEEL FRY PANS.—A reduction has been made in the price of steel fry pans and these are now quoted at list plus 5 per cent. This is a reduction of approximately 20 per cent.

Ingot Metals Inactive; Tin Is Lower

Toronto.

INGOT METALS.—Dullness, with a decline in the price of tin are the chief features of the ingot metal markets. Declines have halted and it is felt that bed rock prices have been about reached in many lines.

TIN.—Lower prices were quoted on outside markets, but a recovery in London markets with exchange improving caused a certain reaction. Quotations are lower than last week at 45 to 47 cents.

LEAD.—Business in lead is dull and American markets are weak with stocks accumulating. Prices in London have declined further. Present prices here are unchanged at 8½ cents.

COPPER.—There has been more enquiries for copper but markets are inclined to be softer owing to large producers quoting lower prices for delivery up to end of year. Local markets are showing but little life and quotations are 19½ cents for casting.

SPELTER.—This metal is dull with quotations down to 9 cents.

ANTIMONY.—This metal shows little enquiries and no activity. Sales are at 9 to 13 cents.

ALUMINUM.—No change is reported on aluminum and market is dull. Quotations are 37 to 39 cents per pound.

London Markets

LONDON, Ont., Nov. 18.—There has been an exceptionally good demand for hardware commodities here during the past week.

Stoves and stove accessories have been grealty in request, and in some districts stove pipes and elbows could hardly be obtained.

Prices continue very firm with few changes. The exceptions are linseed oil, turpentine and rope, which are all quoted a little lower.

Collections are excellent.

Rope Quotations Show Lower Prices

London, Ont.

ROPE.—New lower prices are in effect on rope, and pure manila is being quoted 2½ cents per pound lower. Beaver manila and New Zealand hemp are 2 cents less, and sisal and lath yarns ½ cent less. Sales are apt to be light at present. New quotations are as follows:

Pure manila, 31c lb. base; beaver manila, 24c; New Zealand hemp, 24c; sisal, 21c; lath yarn, 21c.

Fifteen Cents Off Linseed Oil Prices

London, Ont.

LINSEED OIL.—Another decline in the price of linseed oil has been made and quotations are fifteen cents per gallon lower. Sales are not very large just now. New prices are the following:

	Raw	Boiled
1 to 2 bbls., gal.	1 30	1 33
3 to 5 bbls., gal.	1 29	1 32
6 to 9 bbls., gal.	1 27	1 30

Less barrels add 15c gal.

Turpentine Quoted Five Cents Less

London, Ont.

TURPENTINE.—A further decline to the extent of 5 cents per gallon is noted in turpentine quotations and the new price is as below.

	Imp. Gal.
1 barrel lots	1 90
2 to 4 barrels	1 89
5 gal. lots	2 05

Xmas trade will be helped by a good window display—send a photo of yours to HARDWARE AND METAL XMAS WINDOW CONTEST.

White Lead Steady; Sales Seasonably Light

London, Ont.

WHITE LEAD IN OIL.—There is no change to announce in white lead prices. Sales are light but are regarded as seasonable for time of year. Selling prices are given herewith.

Pure, tons, $20.45 per 100 lbs., less tons, $20.80; Elephant, tons, $20.95, less tons, $21.30.

Putty Selling Briskly; Quotations Hold

London, Ont.

PUTTY.—There have been brisk sales for putty here this past week, the colder weather causing a big demand for glazing purposes. Prices are held unchanged and are the following:

Putty—Standard, 100-lb. drums, $8.55 per 100 lbs.; 25-lb. drums, $8.80. Pure, 100-lb. drums, $11.05; 25-lb. drums, $11.30.

Colder Weather Stimulates Window Glass Sales

London, Ont.

WINDOW GLASS.—The demand for window glass has been very brisk and the colder weather has stimulated sales considerably. Quotations are unchanged and single and double diamond are selling at 25 per cent. off case list and single lights at 40 and 10 per cent. off light list.

English Metal Polishes Arrive More Freely

London, Ont.

METAL POLISH.—Shipments of English metal polishes are now arriving more freely and the Brasso make is being quoted at following prices: Size 3, $1.65 per dozen; No. 6, $2.70; and No. 12, $5.20.

Buggy Whips Are Costing More

London, Ont.

BUGGY WHIPS.—There has recently been an advance in the prices of buggy whips of from 25 to 50 per cent. and new stocks now coming are higher to that extent.

Sleigh Bells Advanced; New Quotations

London, Ont.

SLEIGH BELLS.—There has been an

increase this season on sleigh bells and many of these lines are costing about 25 per cent. more this year than last. Below are some of the selling prices on popular lines.

No. 7, bronze team bell, $1.90 doz.; No. 2, collar bells on strap, $1.80; No. 3, collar bells on strap, $2; No. 2, rough team bells, $4.75; No. 3, rough team bells, $6; No. 4, rough team bells, $8.25; No. 5, rough team bells, $9.50; No. 1300, Swedish chimes on strap, $3.40 each; No. 1500, Swedish chimes on strap, $3.85 each; No. 1700, Swedish chimes on strap, $4.75 each.

Stove Boards Moving Well

London, Ont.

STOVE BOARDS.—Sales have been good lately on stove boards and the wood lined are quoted at list plus 10 per cent. and paper lined at list less 10 per cent.

Liquid Veneer Mops Priced Higher

London, Ont.

LIQUID VENEER MOPS. — New higher prices went into effect on this make of polishing mop on Nov. 1st, and new selling price is $20 per dozen. Old price was $16.

Charcoal Up Again; Now $2.40 Per Dozen

London, Ont.

CHARCOAL. — Charcoal in paper sacks has been advanced in price again and now sells for $2.40 per dozen sacks.

Cow Chains and Stall Fixtures in Demand

London, Ont.

COW CHAINS.—There is a very good demand for cow chains and stall fixtures and chains are quoted at 40 per cent. above list, and the hollow stall fixture at $2.50 per dozen.

Weather Strip Moving Well

London, Ont.

WEATHER STRIP.—Sales at present for this commodity are very satisfactory and the following are quotations:

Frost King, $5.75 doz. pkgs.

Wood and Felt—No. 60, 5c. ft. list; No. 61, 5c; No. 61½, 7c; No. 62, 8c; No. 64, 10c. Less 55/5%.

Good Demand For Ice Skates

London, Ont.

SKATES.—Jobbers report a good sorting up demand for skates at the present time. Quotations on the Starr make are the following:

No. 100, spring, $1.75 per pair, list; No. 153, plain hockey, $1.70; No. 150, N.P. hockey, $1.90; No. 154, Bull Dog, $2.10; No. 156, Acadia, $2.10; No. 157, Plain Beaver, $2.75; No. 162, Flanged Beaver, $3.25; No. 173, Climax, $3.50; No. 194, Regis, $3.50; No. 189, Regal, $5; No. 196, Imperial, $6; No. 181, Velox, $6.50; No. 190, Tubes, $6.50. Less 30%.

Autoists Buying Methylated Spirits

London, Ont.

METHYLATED SPIRITS.—A good demand is being experienced for methylated spirits at the present time for anti-freezing mixtures by car drivers, etc. It is quoted at $1.90 per gallon.

Your talent for selecting and displaying suitable Xmas goods will be shown in your entry for HARDWARE AND METAL XMAS WINDOW CONTEST.

Good Sales For Hockey Sticks

London, Ont.

HOCKEY STICKS—Orders for hockey sticks have been very good and the following are prices per dozen quoted on these lines: Youths $2.90; Special (seconds) $4.25; Dominion Special $5.50; Hespeler Special $7.80; D. W. S. Handmade $10.80.

Hand Sleighs; Present Quotations

London, Ont.

HAND SLEIGHS.—This season has seen a good sale for these goods and the following prices are quoted on the Canadian Buffalo Sled make:

No. 27, $9.60 doz. list; No. 32, $12; No. 26, $12.40; No. 30, $13; No. 33, $15.40; No. 36, $18.75; No. 42, $27.50; No. 36H, $21.50; No. 42H, $29.50; No. 85, Coaster, $39; No. 86, $41.50; No. 87, $56; No. 16, Child, $37; No. 17, Rail Back, $46; No. 18, $52.25. Discount less 35%.

Game Traps Unchanged; May Be Scarce

London, Ont.

GAME TRAPS.—The demand for game traps is very good. Some sizes are reported to be rather scarce. Prices hold unchanged and following are quotations:

Victor, No. 0, with chain, $2.20 doz.; No. 1, $2.65; No. 1½, $4; No. 2, $5.50; No. 3, $9.35; No. 4, $11.25.

O'Neida Jump, No 0, $3 doz.; No. 1, $3.50; No. 1½, $5.25; No. 2, $8.40.

Hawley and Norton, No. 0, $4.25; No. 1, $5; No. 1½, $7.60; No. 2, $10.60; No. 3, $14.15; No. 4, $16.65.

Newhouse, No. 1, $7.50 doz.; No. 1½, $11.35; No. 2, $16.75; No. 3, $22.35; No. 4, $26.35.

Snow Shovels, Scoops and Scrapers Moving

London, Ont.

SNOW SHOVELS AND SIDE WALK SCRAPERS.—A good demand has been felt for these goods and for furnace scoops, and they are selling as follows:

Snow Shovels—Prince or No 20, $11.25 doz.; Queen or No. 30, $12.50; King or No. 40, $15; Moose or No. 50, $18.75; light japd., $4.90.

Sidewalk Scrapers—Fox, light, socket, $4 doz.; Bull Dog, heavy, socket, $5.70.

Furnace Scoops—"D" handle and long handle, light socket, $10 doz.; heavy socket, $12.50.

Ammunition Still Selling; Quotations Unchanged

London. Ont.

AMMUNITION. — Despite the fact that the hunting season is practically over there is still a very good demand for both shot shells and for metallic cartridges. Dominion make is quoted at 37½ per cent. off Canadian list, and Winchester and Savage make at 27½ per cent. advance on American list.

Winnipeg Markets

WINNIPEG, Nov. 18—Very few price changes have been made this week and although there is lower primary markets in raw materials, prices are holding firmly in most lines of iron and steel and there is still a great shortage of many lines. Among the important changes just recorded are guns and rifles which are somewhat lower. Tinned iron belt rivets and coppered iron belt rivets are higher in price. Also iron jack chain is quoted at a higher price. Brass jack chain and building paper have advanced in price. Saw frames and farriers' pincers are also costing more. Smokestack wire is higher. Screen doors and refrigerators are now being booked at higher prices. Business is reported as being good and country orders are quite active and jobbers are well satisfied with present conditions in general.

New Lower Prices For Guns and Rifles

Winnipeg.

GUNS AND RIFLES.—The prices on guns and rifles have been reduced and are considerably lower. Following are the new prices:

SHOT GUNS—

Remington—10A, $63.75; 10S, $76; 10C, $87.

Model 1897, TD, 12 ga., $58.25.

Model 1912, Standard, 12 ga., $67.25; 16 ga., $67.25; 20 ga., $67.25.

Standard, with raised rib, 12 ga., $77.10.

Tournament, $99.15.

Trap, $121.50.

Stevens, 520, $57.

RIFLES—

Remington—12A, $29; 12B, $32.65; 12C, $32.65; 12CS, $32.65; 14A, $59.65; 14R, $58.65; 14½A, $61.

Winchester—Model 1902, $11.50; Thumb Trigger, $10.80; Model 1904, $13.80; Model 1906, $31.45; Model 1903, $49; Model 1905, $55.25; Model 1907, $67.50; Model 1910, $67.50; 14½R, $60.

Model 1890, 22S, $34.50; 22L, $34.50; 22WRF, $34.50; 22LR, $34.50.

Winchester—Model 1892, Round Barrel—25-20, $40.75; 32-20, $40.75; 38-40, $40.75; 44-40, $40.75.

Octagon Barrel—25-20, $43.25; 32-20, $43.25; 38-40, $43.25; 44-40, 43.25.

Carbine—44-40, $36.75.

Model 1894, Round Barrel—25-38, $44; 30-30, $44; 32 Spec., $44; 32-40, $41.60; 38-55, $41.60.

Octagon Barrel—25-35, $47.25; 30-30, $47.25; 30-30TD, $63; 32 Spec., $47.25; 32-40, $44.75; 38-55, $44.75.

Carbines—30-30, $41.75; 32HP, $41.75; 38-55, $38.40.

Model 1895, all calibers, $58.25.

Savage Rifles—1904, $11.50; 1914, $32.50; Model 1899, 22HP, $63.25.

Solid Frame, Model 1899, $56.
Regular Take Down, $61.50.
Featherweight, $63.25.
Model 1920, $83.
250-3000, $68.75.
Stevens Rifles—14½, $8.25; 26x22, $10.45; 26x32, $10.45; 12x22, $13.30; 25, $13.30; 32, $13.30; 17x22, $15.20; 25, $15.20; 32, $15.20; 70, $20.

Blacksmith Tools Advance in Price

Winnipeg.

BLACKSMITH TOOLS.—The price has been advanced on blacksmith tools and new quotations are as follows:

Farriers Pincers—21, 60% adv.; 20, 60% adv.
Farriers Nippers—24A, 60% adv.; 25, 60% adv.
Hellers Clinch Tongs—26, 60% adv.
Hoof Parers—23, 60% adv.
Hoof Testers—27, 60% adv.

Advanced Prices For Belt Rivets

Winnipeg.

BELT RIVETS.—The price has been slightly increased on belt rivets both tinned iron and coppered.

Coppered Iron—½x10, 26c per lb.; 5/8x10, 26c; ¾x10, 25½c; 7/8x10, 25½c; 1x10, 25c; 1¼x10, 25c; 1½x10, 25c; ½x8, 24c; 5/8x8, 24c; ¾x8, 23½c; 7/8x8, 23½c; 1x8, 23¼c; 1¼x8, 23¼; 1½x8, 23¼c.
Tinned Iron—¼x8, 33½c per lb.; 5-16x8, 33c; ½x8, 29½c; 5/8x8, 29½c; ¾x8, 29c; 7/8x8, 29c; 1x8, 28¾c; 1¼x8, 28¾c; 1½x8, 28¾c; 5/8x10, 34½c; ½x10, 31¼c; 5/8x10, 31¼; ¾x10, 30¾c; 7/8x10, 30¾c; 1x10, 30½c.

Iron Jack Chain Costing More

Winnipeg.

JACK CHAIN.—The prices on jack chain have been raised a little, due to higher costs and shortage of raw material. Following are the quotations:

Iron Jack Chain—Single, No. 6, $1.85 per doz. yards; No. 7, $1.71; No. 8, $1.52; No. 9, $1.43; No. 10, 73c; No. 14, 61c; No. 16, 48c; No. 18, 44c; No. 20, 42c.
Double, No. 6, $2.47; No. 7, $2.28; No. 8, $1.83; No. 9, $1.64; No. 10, $1.43; No. 12, $1.01; No. 14 80c; No. 16, 63c; No. 18, 57c.

New Higher Prices on Brass Chain

Winnipeg.

BRASS JACK CHAIN.—New higher prices are quoted on brass jack chain and it is now selling at 70 per cent. advance on list for both single and double.

Building Papers Advanced Again

Winnipeg.

BUILDING PAPER.—The prices have again advanced on building paper and now are as follows: (plain) Surprise, $1.50; No. 1, $1.65; (tarred) Anchor, $1.85; O.K., $1.85.

Improvement in Nails, But Still Scarce

Winnipeg.

NAILS.—There is no change in the price of wire nails. There is still a scarcity of some sizes but an improvement is noticed in deliveries. The base price is $7.35.

Good Trade in Builders' Hardware; Prices Firm

Winnipeg.

BUILDERS' HARDWARE.—A good business is being done in builders' hardware lines. The fine weather has helped out building operations and a great deal of inside finishing is being done at the present time. Prices continue ruling very firm for the most part.

Good Demand For Horse Blankets

Winnipeg.

HORSE BLANKETS.—There is a big demand for horse blankets at the present time. Prices are unchanged and there is unlikely to be any decided downward trend on initial orders in view of the fact that the raw material for making these was bought many months ago when orders from the trade were taken. It is thought, however, that on any new stock that is made up prices should go somewhat easier in view of the fact that raw materials have been softening for some time.

Drills and Reamers Are 10 Per Cent. Lower

Winnipeg.

HIGH SPEED DRILLS AND REAMERS.—The prices of high speed drills and reamers have dropped in price 10 per cent. and this is effective from November 8th.

Pittsburgh Markets

PITTSBURGH, Nov. 18.—Prices in the iron and steel markets are giving but slowly, one of the reasons given is that there is little temptation for the mills to reduce prices, as no business of consequence is being offered.

Even with many producers decreasing output the steel ingot production during the past month was higher than the average, but it is expected that this month and next will show substantial decreases.

There has been but little shading of prices in bars, shapes or plates. Black sheets have declined very slightly, and the strongest lines are tubular goods.

Pig iron has changed but little since last report, but there is a feeling that it will finally find its level at considerably lower quotations than the present ones.

PITTSBURGH, November 18.—Open market demand for steel products continues extremely light. There is a fair, though slowly dwindling, demand for steel products against contracts. Some cancellations are still coming in, though not at as great a rate as formerly, and there are some postponements. Thus far at least the Steel Corporation has not been affected, but all the independents have had to restrict production more or less, even those that had order books apparently well filled, and this decline in independent steel production promises to continue until there is a fresh buying movement to replenish order books. The prospect of such a change is more indistinct than it appeared two or three weeks ago, for the general business situation is worse than it seemed to be recently.

Iron and Steel Exceptional

Indeed, a proper appraisal of the prospects requires the fact to be emphasized that the iron and steel industry is exceptional among industries as to its present position. No matter what the prospects may be, the iron and steel producers are making money now, and they have been making a great deal of money up to date. Practically all other industries have been in bad shape for weeks or months. The automobile, tire, textile and various other industries have come almost to a standstill, and with large stocks of manufactured goods which they find it difficult to liquidate. In the non-ferrous metals there have been very heavy losses. Lead is 50 per cent. over its average price in 1913, zinc is 20 per cent. above, copper is 6 per cent. below and tin is 15 per cent. below. Iron and steel prices make a sharp contrast with these metal prices, for pig iron, even with the recent declines, is 172 per cent. higher. The finished steel excess over 1913 would be greater still were not the Steel Corporation prices given some weight in determining the general average at present.

So much for price comparisons. As to demand, it is true there is very little demand for pig iron and steel products in the open market, but the production is being taken on old contracts, and the production is off only a few per cent., hardly much more than 10 per cent. from the high point, and it is fully one-fourth, perhaps one-third, greater than production in 1913. As the production is being taken, and as both producers and consumers are endeavoring to decrease stocks rather than increase them, the rate of consumption is evidently large, whereas for many commodities there is almost no demand at all.

The natural deduction to be made from this remarkable divergence is that the

Show only goods for Xmas trade in the display to be entered in HARDWARE AND METAL XMAS WINDOW CONTEST.

iron and steel industry is simply running on its momentum. It cannot expect to continue prosperous when other industries are not, but rather, when it will certainly take considerable time for business in general to revive from the very poor situation now existing, one should conclude that in iron and steel "the worst is yet to come."

Steel Production

The monthly report of the American Iron and Steel Institute indicates that production of steel ingots in the United States during October was at an average rate of about 42,950,000 gross tons a year. That is one-half of one per cent. heavier rate than the rate in September or August, the highest rate since last March, and the highest rate since December, 1918, barring February and March of this year. Yet during October it was well known that many producers were decreasing output. It seems strange that the total should have increased at all. The explanation is that the Steel Corporation, being well fitted with business, endeavors to run full, and experienced somewhat better operating conditions in October, while as to the independents, their decreases were progressive during the month and their average for the month was well ahead of their present rate of output. The November and December figures of production will probably show sharp decreases from the October rate.

Prices Slow to Yield

If any independent steel producer is selling any description of steel at the Steel Corporation (Industrial Board) price the case is altogether exceptional. As a matter of fact the independent prices are very slow indeed to yield to what is considered the inevitable, a decline in the independent market to the Steel Corporation level. As an augury for the future that can hardly be considered as altogether favorable. The mills have no agreement to maintain prices, nor are they receiving anything like enough business to support the market. It seems clear that the mills that are maintaining prices are doing so because there is so little temptation for them to reduce prices, no business of consequence being offered. There is a lack of competition not because mills refuse to compete but because the subject matter for competition is lacking.

On bars, shapes and plates the common quotation of independents is 3.00c. No doubt there is shading in some cases but there does not appear to be much. Sheets, however, show a constantly declining tendency, 6.00c being now done easily on No. 28 black. For several weeks the black sheet market has declined at an average rate of about a quarter cent a pound per week. Blue annealed in the heavier gauges could probably be had at about 4.00c, though for 14 to 16 gauge the price might be nearer 5.00c basis. Galvanized are about 1.50c above black.

Practice makes perfect—HARDWARE AND METAL XMAS WINDOW CONTEST is a good way to keep your hand in.

Easily the strongest item in the finished steel list is tubular goods. There is heavy demand for shipments on contract, customers desiring mills to make heavier shipments than they are able to make. While the independents generally have a basis price, $7 a net ton above the Steel Corporation (54 per cent. as against 57½ per cent.) some orders even now are being taken at delivery premiums ranging up to $10 a ton, or $17 altogether above the Steel Corporation price.

Pig Iron

Since last report foundry pig iron has been offered by producers at $40, valley, or $1 under the reduced price of a week ago. Bessemer and basic are steady but extremely quiet. The market now stands at $40 for foundry, $42 for Bessemer and $38.50 for basic, f.o.b. valley furnaces, these prices representing declines from the top point, reached last August, of $10 on basic and foundry and $6.50 on Bessemer. Prices have slid off very easily, with practically no resistance, but furnaces are taking a new stand. They feel that enough has been done by way of reductions that were almost voluntary in character, and assert that if consumers want still lower prices they will have to offer orders that would make it worth while to cut prices. As there is no likelihood of consumers getting in the mood in the near future to buy to any extent, no matter what the prices, the furnaces feel they might as well save some of their ammunition. Very recently it was a common guess that pig iron on this decline would find its level at not under $30 nor over $35, but it looks now as if the readjustment will prove more drastic than a decline only to $30.

Hardware Exports from U. K. to Canada

Pig Iron, Iron Bars, Rods, Angles Show Decrease—Wire Exports Increased in 1920 Compared With Pre-War Period — Galvanized Sheets Coming Forward in Increasing Quantities from United Kingdom

During the month of August shipments of most lines of hardware from the United Kingdom to Canada show a decrease as compared with the pre-war period. A few slight increases were registered over August, 1919, but the exports of hardware to Canada as a whole show a general decline.

In August, 1913, 1,480 tons of pig iron was exported to Canada. In 1919 no exports of this product were registered and in 1920 they amounted to 133 tons.

Iron bars, rods, angles, etc., were exported to the extent of 439 tons in 1913, in 1919 to 55 tons and in 1920 to 53 tons.

The exports of wire for the same period in 1913 amounted to 102 tons, in 1919 to 18 tons, and in 1920 to 124 tons.

Wire manufactures were exported to the extent of 451 tons in 1913, 147 tons in 1919 and 244 tons in 1920.

The exports of galvanized sheets (flat and corrugated) show a large decrease as compared with the same period before the war, having amounted to 1,253 tons in August, 1913, to 82 tons in 1919, and 461 tons in 1920.

The exports of plates and black sheets under ⅛ in. thick (other than black plates) also show a large falling off, having amounted to 1,543 tons in August, 1913, to 41 tons in 1919, and 76 tons in 1920.

The exports of all other plates and sheets not under ⅛ in. in thickness in August, 1913, amounted to 86 tons, in 1919 to 13 tons, and in 1920 no exports of this product were registered.

LARGE USERS OF WATER OBTAIN IT UNDER ITS COST

Calgary, Alta.—Asserting that users of city water on a large scale—generally speaking those taking from 500,000 to 1,000,000 and more gallons of water a month, are getting their water at less than the cost of supplying it when all charges are figured in, Superintendent P. Breen, of the waterworks department, has brought a recommendation before the commissioners to raise the wholesale rates.

After much discussion the commissioners agreed to raise the rates for consumers of 1,000,000 or more gallons a month to 10 cents per 1,000 gallons from the present charge of 7 cents per thousand gallons. This will affect a number of the larger hotels and some industrial plants.

Moves to New and Larger Premises

The Dominion Battery Co., Toronto, has moved to new and larger premises at the corner of Trinity and Mills Sts., Toronto.

Raw Materials Decline, But Manufactured Products Remain Firm

A REVIEW of the markets this week show further reductions in metals with but little indication of changes in manufactured articles.

Manufacturers state that they have stocks of materials bought at high prices and goods made up from these high-priced materials in stock and point out that although raw materials have declined they are still in excess in most cases of the prices that present commodities are being made from. Unles further declines take place in iron and steel prices the opinion is freely expressed that very little change can be expected in these products.

Iron and Steel Markets Easier

In conection with the primary markets of iron and steel a good feature is the further decline in fuel prices. Furnace coke continues to be quoted lower, and reports show that bituminous coal prices are from 25 per cent. to 50 per cent. below those of six weeks ago.

Steel production despite cancellations was above the average last month.

Abroad the indications are for lower prices in these lines. British iron and steel prices are said to have been falling as the result of increased competition, and imports into this country of sheets should be be affected.

Fuel restrictions are hampering German industry but big reductions are being made there in prices of iron and steel.

Shortage of Seasonable Lines

Rope has shown a further decline this week in price and manila and sisal are both lower.

Some lower quotations are made on black sheets and saddlery hardware. New list prices are in effect on steel fry pans.

The demand for seasonable lines is very good and reports indicate that there is a decided shortage of many lines that are much called for at this period of the year, such as hockey sticks, skates, game traps, snow shovels and furnace scoops.

Orders have been filled and shipped out on these lines, but it is on repeats and sorting up orders that the retailer will find a difficulty in getting supplies if present shortage is not relieved.

Will Paint Decline?

It is felt by many that lower prices may prevail soon on paints as although labor and other overhead costs remain very high continued declines have been made in linseed oil and turpentine, and also that white lead may be revised in price as a result of much lower pig lead quotations.

Gasoline and oil prices continue unchanged, but a revision in the near future is thought probable. Gasoline has been recently reduced in price in the United States and is also reduced in England.

Glass is held unchanged but prices are easier than they were, and are expected to remain firm. The close of navigation will affect rates on Belgian glass and shipments from that country are said to be smaller again.

Losses Must Be Met

An economic authority says "the first step in the process of restoring business to normal is to give the present benefit of changes in wholesale prices to the consumer. It may have been possible at some point in the circle of price change to restrict production sufficiently to work off on the consumer approximately the general stock of goods which was being carried at the old prices. That is hardly feasible to-day except perhaps in a very few lines.

While the hope of lower prices is held out retailer, jobbers and manufacturers are holding off buying as much as they possibly can.

In the end costs will be cut and normal business will be resumed. Before this occurs however, losses may be taken in on existing stocks of goods and materials.

No Cause for Depression

Leading authorities are of the opinion that despite depressing reports there is no cause for pessimism. The outlook is good. The wheels of commerce have slowed down somewhat but are nevertheless still revolving, and business will gradually regain its normal swing.

SELL MERCHANDISE

Continued from Page 41

and bring us into closer and better standing with our customers.

How to Avoid Ill Feeling

A debtor usually gets twice angry, once when he is asked to pay, and the second time when he has to pay. Why not, therefore, have it clearly understood when the debt is made that settlement of the obligation must be made at maturity, and in ninety-nine cases out of a hundred I am convinced and believe we will have more satisfied customers, and a larger volume of profitable business for us all.

It is the indulgence in little annoyances that creates, eventually, the greatest disorders.

I earnestly believe that our customers should, and will consider in all fairness of mind the strain that the abuse of sales terms is imposing upon our commercial well-being and make it just as important a rule of personal conduct not to violate the merchandise sale contracts as to live strictly up to the contract under seal.

The ideal condition may never be reached, when payment for goods will be made promptly at maturity, when each customer will pay and neither ask nor expect favors, but I do believe and know we can improve our credit conditions very materially, by efficient co-operation and effective methods of colecting our accounts receivable.

In that way we can at least reduce if not entirely eliminate the abuse of sales terms, which has become one of the great evils of our commercial activities in the present day business.

Sell merchandise and not terms is my solution to the problem which confronts us for "The Improvement of Credit Conditions."

Why Do You Place Goods in the Store Windows?

WHY do you place goods in the window? To sell them, of course, yet to see the attention and slipshod method used by some storekeepers this seems to be the last thought in mind.

Many times the merchandise is simply "tossed" in the windows, in a disordered heap without any attempt to decorate, attract or compel attention, and when people do not come into the store and ask for goods so displayed, the merchant says, "Oh, I do not think window display helps me."

Will Not Attract

How can a man expect a jumbled assortment of goods to attract attention and sell and how in the world can one expect articles, shopworn and damaged, to cause people to buy? Many storekeepers make the fatal mistake of thinking by turning the damaged side from view the article is good enough for display in the windows. Others go by luck and still others feel that as long as the goods are in the windows at all, that is enough.

Many stores will cling to the idea, as goods are shown, that they will sell and the price is a secondary matter. Just the same, people like to see the price and know what they will be expected to pay before going inside.

Backgrounds, fittings and display fixtures all out of line with the goods is another error made by many store-keepers, and many a good article has lost its power by being placed on a broken or rusty fixture. For example, a store on Yonge Street, Toronto, placed a display of auto grease in the window the other day. The same was arranged on a glass shelf and was subject to the direct rays of the sun. Before long the heat of the sun on the glass shelf melted the grease and it ran down and along the bottom of the window.

The goods in a window are the voice of the store and the card its eyes, and make the merchant careful.

Do Paint Ad. Theories Work Out In Practice?

One Dealer Says No—Different Principles Apply to Different Communities—Sledge Hammer Advertising Necessary to Overcome Apathy of Some Customers—Deterioration Estimated at 2% on Property Unprotected with Paint—Some Advertising Suggestions.

"ALL this talk about it being easy to change particularly as to the seasons in which people's ways of thinking about paint, painting should be done is good in theory but it doesn't work out in practice," says a hardware dealer who has been endeavoring to change the habits of his paint customers along the lines suggested to-day, in order that his paint business may be extended over the other months of the year rather than being confined largely to one district.

In replying to such argument the basic fact to be kept in mind is that no general solution can be as effective as the particular solution which the dealer makes in regard to his own difficulty. There are local circumstances governing every case which must be taken into consideration in arriving at a good working basis which will achieve the desired end. The indifference of customers is greater in some districts than in others, and in some cases customers have perhaps not as much confidence either in local advertising or in the dealer or his store salesmen as in some other districts. All these questions must be considered and the plan laid accordingly.

A good illustration of what this means is shown in the way in which insurance, lightning rod, patent medicine firms and others carry on their advertising. On the one hand the advertising of such firms will appeal to the thinking class of the community who analyze what they read and apply the truth of the appeal to their own cases. Then there are the large number in the community who scan the advertising and who never pause unless something which stands out prominently arrests their attention and drives home an important point before their eye has a chance to pass on. Two entirely different forms of advertising must be used in each of these cases.

Many fires occur in the cities every day in the week yet it requires a scare brought right home before many people will thing of putting fire insurance on their own property. The same applies to many articles classed as safety devices which appear to be unnecessary expense until their true value is shown up in an emergency.

Forceful Paint Advertising

Paint is pretty nearly as much of a "safety device" as many of the articles outlined, in that its use in time will save much deterioration and consequent loss in property value to a greater extent than the value of the preservative. Why then not apply some of the elements of forceful advertising to paints, where such action is needed judging by the apathy of the local community?

Paint and varnish does not have to depend on such advertising, by any means, but it is an angle which has been adopted in some advertising with good result and the idea is offered to the dealer in a district where little enthusiasm or response is made to his efforts to show the value of using paint and varnish at all seasons of the year.

Show Deterioration of Property

The rapid deterioration of property through lack of paint can be shown in an analogous statement. For instance fire brings destruction and lack of paint will bring about just as much destruction though its action is somewhat more protracted. It is estimated that deterioration through lack of paint amounts to at least 2% per annum. At this rate fifty years would see as much destruction as the fire brings. Two per cent. discount on an invoice oftentimes means the making or breaking of a business. Similarly two per cent. discount annually on property that remains unpainted year after year will surely bring it to a condition where it can no longer be considered an asset.

This 2% deterioration must be calculated in every instance. The earning capacity of property neglected as far as paint is concerned is 2% less than its actual revenue production. Few property owners realize this fact, however, and this is where stringent advertising measures may be used to advantage. The same property owner will not touch securities that return a fraction less than the highest prevailing rate, but will stand by and let 2 per cent. on his property vanish into thin air.

That's the kind of man on whom such advertising as is suggested will work with greatest effect.

In the Farming Community

The farming communities present a splendid example of neglect and the need for such shock advertising as is suggested. The farmer is noted for his dilatory ways and his lack of foresight in preserving his farm buildings and machinery with which he earns his daily bread. Perhaps this frame of mind is encouraged by the fact that he is too busy to think of such things during the summer and in the fall and winter he wants a rest. Nevertheless if a neighboring farmer's barn is burned down as result of being struck with lightning he is quick to realize that it is just as important that he pay attention to the amount of protection which he has himself as to the garnering of his season's crop. The destruction of farm buildings would require several seasons' crops to replace and the prospect is therefore worthy of consideration.

(Continued on page 64)



Moore's Paints

Make Sales In All Seasons

There are Moore Brand Paints and Varnishes to fill every requirement at every season of the year. Moore's Paints are 100% efficient, and they sell on merit. The modern housewife never limits her painting to Spring as of old; she paints when it is needed. Some paint on the bathroom this week, and she may "touch up" the dining-room floor next week. The hardware man with a Moore Agency has no trouble making paint sales all the year around, and is assured of satisfied customers and repeat orders.

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

Our Agency Proposition is a Business Builder. We will gladly send full particulars on request.

"Save the surface and you save all" *Paint & Varnish*



If interested tear out this page and place with letters to be answered.

Paint and Varnish Demand is Great

Cut-Throat Competition Will Only Result in a Period of Depression—A General Tendency to Mark Time and Await Developments—Bright Prospects for Next Year.

By W. S. FALLIS, General Manager Sherwin-Williams Company of Canada, Limited.

BUSINESS in Canada has just passed through a year of remarkable prosperity. With few exceptions all classes of trade have been busy to capacity supplying the demands of a public still in the buying mood. Notwithstanding prophecies of sudden economic disaster with the end of the war and its abnormal stimulation of business, the demobilization of industry has proceeded, on this continent at least, in an eminently sane, sound and orderly manner. Talk of panic, manipulation of prices for selfish ends, political and social unrest, all of these have been undoubtedly at work in the business world during the past two years, and it speaks well indeed for the stability of our commercial life in Canada that its normal course has not, in spite of all this, been greatly disturbed.

Our labor difficulties, while apparent in a degree, have been mild indeed compared to similar conditions in other countries. Radicalism and the "red" element appear to be in eclipse just at present in the Dominion, and as a result with the basic industrial factors, labor and capital, operating amicably, confidently, and efficiently, business in Canada can, I think, be considered to occupy a very favorable position indeed to contend with whatever conditions may arise in future.

Tendency to Lower Prices

There can be little doubt that the general tendency to-day is toward lower prices. That is at it should be. The public, rightly in some cases and wrongly in others, has become imbued with the belief that they are carrying the heavy part of the load and making large profits for the manufacturer and middleman through profiteering prices. As a result of this belief a cessation of the buying mood of the public has lately become apparent, and in an endeavor to stimulate this mood anew considerable price reductions have been made in some staple lines. As long as the reduction of prices is founded upon sound business principles the justice of giving to the public the benefit of the gradually lowering cost of production is self-evident. On the other hand the inauguration of a period of general price cutting and "cut-throat" competition, while perhaps of a certain temporary advantage to the buyer, would in the long run so demoralize our industrial life that a nation-wide depression, with its attendant ills of under-production, scarce money and unemployment would almost inevitably follow. The memory of previous periods of industrial stagnation, with the hardship and suffering they entailed, should, I think, make us all willing to proceed sensibly and sanely with the question of price adjustment, even if it takes more time and more money to insure security and stability. That is what this added time and cost is, a premium on insurance against panic conditions.

And now a word as to the situation in our own industry. The demand for paint and varnish and allied products during the past twelve months was extraordinary. Every manufacturer had all the business he could handle, and in many cases customers found difficulty in obtaining their requirements. What the future holds we cannot tell for certain. It is undoubtedly true that all business at present exhibits a tendency to mark time and to wait developments. That is a natural result of the slackening up in some of the lines that were over-expanded or that dealt largely in non-essentials. Some hesitation is being felt right in our own business, among all manufacturers, but I can really see no valid reason why this condition should develop further or even continue to exist. Our industry is absolutely an essential one and the demand for paints and varnishes at the present time is great and will exist in the same degree as long as the housing shortage continues and building and construction goes on.

Bright Prospects for Next Year

There is sure to be a greater stimulation in these latter industries just as soon as the price of building materials reaches lower levels, and with all the postponed repainting to be done and backed by the educative value of the "Save the Surface Campaign," there should be in the paint and varnish industry for the next year no condition that might cause those interested, either manufacturers, wholesalers or retailers, any cause for alarm or even for concern.

Do Paint Ad. Theories Work

Continued from Page 62

The same elements of destruction are in progress constantly where property is not thoroughly protected and while it may be a little harder to point out the need for paint protection the principle is nevertheless sound and ways can be found of bringing home its full effect.

In planning the paint advertising, keep in mind the fact that while appeals based on the appearance, upkeep, better conditions, etc., may pass over the farmer's head, a good scare pointing out that destruction just as effective as fire is now at work on the unprotected property is likely to bring action.

Dealer Visits the Farmer

If the hardware dealer spent a few days visiting farmers in the district and pointing out actual signs in the farm buildings of where destruction is taking place because of lack of paint, he would be surprised at the results. One dealer in Eastern Ontario recently adopted this plan and on one of his first calls he sold a large paint order to a farmer who had been coming to his store for years and had continued to neglect this all-important duty. The farmer will appreciate such action as indicating that the local dealer has sufficient interest to do more than talk across the counter.

One of the most important points of any form of salesmanship is to have the subject in view. All the talk over the counter is not as effective as to point to actual evidence of decay through lack of paint. One dealer finds an effective way of demonstrating the extent of this decay is to keep a board on the counter and a plane. When he endeavors to point out the effects of deterioration he runs the plane over the board and takes off a shaving. This process shows the slow wearing process of an unprotected board under weather conditions. Soon the board would have no value whatever.

There are many true reasons which should be effective in pointing out the necessity of painting and the use of various finishes during all seasons of the year, but sometimes it may pay to use these arguments in the form of a club, either in the advertising or sales talk.

Six weeks till Xmas—six weeks in which to dress a window and enter it in HARDWARE AND METAL XMAS WINDOW CONTEST.

Paint Firm Provides Entertainment

Montreal.—An entertainment was enjoyed by members of the Sherwin-Williams Company staffs at the Princess Theatre. Advantage was taken of the attendance of these employees to introduce features that appealed particularly to them, the regular artists appearing at the theatre being free with their humorous references to members of the executive, office and factory staffs. Much merriment was caused with the periodical introduction of this humor, and bouquets of lovely flowers were showered upon the performers. One actor suggested that, if his preferences were respected, he would prefer to receive his owing to the aridity of Montreal just now.



Sell the Home Shelf Idea

There is a constant need for paints, varnishes and finishes around the home. Furniture becomes scarred, linoleum gets dull; woodwork fades, stovepipes rust — and many other surfaces about the home need frequent refinishing.

You can make this business a source of great profit for you. Sell the housewife on the idea of always having some on hand for immediate use. That's the way she saves upkeep expense and keeps things about the home spick-and-span—always. Glidden Jap-a-lac is just the thing for this purpose. It is made in a variety of practical colors, ready for immediate use.

Write to-day for complete line and other information.

THE GLIDDEN COMPANY, LIMITED
Toronto, Ontario
Branches at Montreal and Winnipeg



Canada Paint Staff Make Merry

Montreal.—The Princess Theatre was the scene of an enjoyable entertainment of special interest to employees of the Canada Paint Co., Montreal, on Tuesday evening last. A section was reserved for the office and factory staffs and some invited friends. Particular interest centred around the humorous slides. One of these projected on the screen, the work of Sales Promotion Manager, Harold E. J. Taylor with Mr. Cluxton, the manager, as central figures, depicted him in the act of watering his flowers and plants around the factory. For these he is sponsor, and the colored slide depicted him, watering can in hand, performing his work. "The office plants get their "Royal flush," was the appropriate title of this picture, the manager's name being "Royal." Another cartoon was that of S. M. Ward, the Trade Sales Manager, in the act of saying farewell to his wife in the morning and entering his car, with the wifely admonition, "O, Sid, don't forget the bacon." It is commonly understood that Mr. Ward is held responsible for "bringing home the bacon" from a sales' standpoint. The third picture was that of Shirley P. Newton, chief chemist. His generosity in giving friends a "lift" in his dainty automobile suggested to the artist a happy idea, and this time a bevy of happy feminists were beseiging the car, the owner of the "Notre Dame de Grace transfer" saying, "All aboard," as he pulled down Sherbrooke Street.

Features that pleased the crowd were the singing of "For He's A Jolly Good Fellow," as Manager Cluxton's likeness was thrown on the screen, a paint song to a popular setting, very clever sketching for the use of color by stage artist, falling snow and running water, in color, being a feature of these hurried sketches, and humorous references to the company's executives and products throughout the performance.

Paint and Varnish Men to Meet

Montreal.—The Canadian Paint, Oil and Varnish Association will meet in Montreal on Monday next. Matters of importance, including the market situation on paint products, are understood to be one of the important features that will be discussed. The annual meeting is generally held in January.

BIG TRADE GAIN DURING OCTOBER

Ottawa.—An increase of $31,917,125 is shown in the grand total of Canadian trade for October, 1920, as compared with October, 1919. The increase for the seven months ending October 31, 1920, as compared with the same period in 1919 was $252,147,155. The grand total for the month of October, 1920, was $236,-917,037, as against $204,999,912 in October, 1919. In the seven months to October, 1920, the total was $1,511,795,539, as against $1,259,648,374 in the seven months ending October, 1919.

Merchandise entered for consumption in October, 1920, was valued at $105,-770,037, as against $91,910,477 in October, 1919. Merchandise, domestic, exported during the same months was valued at $129,348,220 in 1920, as against $109,446,814 in October, 1919.

In the seven months period ending October, 1920, the value of merchandise entered for consumption was $818,782,-228, as against $543,670,887 in the seven months ending October, 1919. Merchandise, domestic, exported in the same periods was valued at $678,128,392 in 1920 and $688,,889,909 in 1919.

How Hardwaremen Advertise Paints--No. 26

AN analogy is drawn between painting and the washing of the hands in this ad. by F. P. Turner, Pt. Colborne, Ont. The idea is that paint not only brightens and adds attractiveness to the property, but it kills the germs of decay and disease, thereby prolonging the life of lumber which is so expensive. The basic idea of preservation is a strong one and can be varied as outlined in the article on another page in this issue, according to the tendencies of the local populace. The invitation is extended to compare prices quoted with those in the mail order catalog.

PAINT

Nothing Succeeds Like Paint

For the same reason that you wash your hands—**PAINT YOUR HOME**—and there are many other reasons—not only does paint clean and brighten and add attractiveness, but more than that it kills the germs of decay and disease, prolongs the life of lumber it has cost you much to buy and put in place.

You can spend no amount that will add value and beauty to your buildings as a small sum spent on paint will do.

Buy it at the "Old Reliable Hardware," "Pure Paint," "Imperial Measure," and, to clinch the argument, compare our price with the mail order catalogue.

For every day of the year—for every room of the house.

The Old Reliable Hardware

SOLICITS YOUR PATRONAGE

F. P. TURNER

PHONE 155



The Luxeberry Painter Says:

"ALL IS NOT GOLD THAT GLITTERS is one of the old sayings I think of when I see finished surfaces with the lustre faded out. Any varnish may look handsome for a while, but a shoddy varnish soon shows its pedigree like a gold-plated watch case. I use Berry Brothers' Varnishes, Enamels and Stains because in the matter of quality they are pure gold right through and every job I do with them is a testimonial for me as well as for Berry Brothers."

The Berry label is a sales maker because it is recognized as a guaranty of the utmost in varnish values.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Fife Hardware Co., Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

SAVE THE SURFACE AND YOU SAVE ALL

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
Walkerville, Ontario

249

These Are Three *National* ELECTRIC Appliances

WHICH WILL BE IN GREAT DEMAND FOR

XMAS TRADE

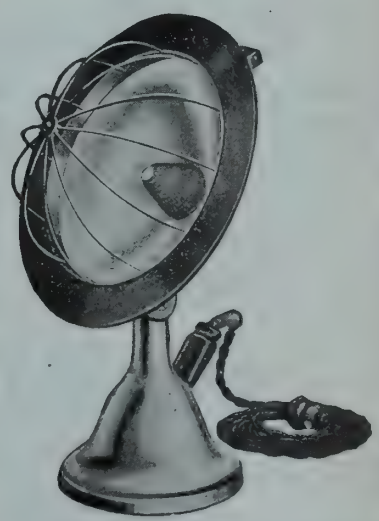
Get Your Order in Now



Cat. No. 106
Model B—6 lb. Iron



Cat. No. 180
Toaster Stove



Cat. No. 1210
Heatray

THE NATIONAL ELECTRIC HEATING CO., LIMITED

TORONTO - CANADA

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, November 18.—Paint activity is somewhat limited, the manufacturers giving attention to the securing of spring orders. These are being received freely, some report, while dealers are, in some cases, holding off from making commitments. The tendencies are suggestive of a consideration of the future basis on prepared paints, and this matter will be gone into early next week, according to information received by Hardware and Metal. With lower lead, oil and turpentine, despite the continued high costs on some other overhead charges such as labor, the market developments will prove interesting for those directly concerned, manufacturers, jobbers, and retailers included. However, as the trade is being protected in the matter of price, Hardware and Metal is informed, there may be no hesitation on the part of the trade in placing their orders.

Turpentine is weakening and linseed oil is down. Both will probably go somewhat lower, turpentine in particular. White lead in oil and putty are also ruling with an easier undertone. Shellacs and varnishes are unchanged.

Much Lower Price Expected For Turps

Montreal.

TURPENTINE.—While prices have been easing for some time on turpentine, the basis here remains at $1.85 per gallon in barel lots. That the price will go to as low as $1.25 is the expressed opinion of a Montreal manufacturer using much of the product. Meanwhile the trade is buying sparingly from time to time as they require. Stocks are fairly good.

Turpentine—	Imp. Gal.	
Single barrels	1 85	2 00
Small lots	1 95	2 10
(Packages extra)		

Linseed Oil; New Low Level

Montreal.

LINSEED OIL.—A price of $1.20 per gallon is being quoted this week on raw oil, single barrel basis. Some express their belief that this is about as low as the market will go, but it is difficult to size the future up, with grain markets on the down grade all through. Supplies of seed have been much augmented of late and there is much oil for those who want to buy, and at favorable prices for big lots. The retail demand is light.

Raw—	Imp. Gal.	
1 to 4 barrels	1 20	1 25
Boiled—		
1 to 2 barrels	1 22½	1 28
3 to 4 barrels	....	....
5 to 10 barrels	....	....

NOTE—The market is really a nominal one at present and quotations are subject to frequent changes.

No Putty Change, But May Go Down

Montreal.

PUTTY.—Prices on putty are unchanged. The tendency is downward, however, for oil has greatly declined since prices were last made. It will not be surprising if a reduction of price is made within another week or ten days, especially on pure linseed oil putty. Trade has been fairly active.

Commercial Putty	5 tons	1 ton	Less than ton
Bulk Barrels, 800 lbs.	$6 50	$6 75	$7 10
Bulk Drums, 100 lbs.	7 50	7 75	8 10
Do., or tins, loose 25 lbs.	7 75	8 00	8 35
Bulk Tins, cased 25 lbs.	8 50	8 75	9 10
Bulk Drums or tins, loose 12½ lbs.	8 00	8 25	8 60
Bulk Tins, cased 12½ lbs.	8 75	9 00	9 35
Bladder Barrels, 400 lbs.	8 75	9 00	9 35
Do., Cases, 100 lbs.	9 00	9 25	9 60
Tins, 1 lb.	11 10	11 35	11 70

Standard Putty, 10c per 100 lbs. advance over above prices.

Pure Linseed Oil Putty, $2.50 per 100 lbs. advance over above prices.

Terms: 2% 15 days or net 60 days, f.o.b. Montreal or Ottawa.

Soft Is Undertone on White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—Prices are unchanged on white lead in oil, but there is a weaknes of undertone that unmistakeably suggests lower prices in the near future. Pig lead is firm in England but the U. S. basis, New York, was 6½ cents on Wednesday, suggesting a desire on the part of holders to liquidate. Under the exchange, duty and freight costs lead would cost considerably more at Montreal. Altogether there is a feeling in trade circles here and there that prices will be easier ere long. Meanwhile these quotations are effective; 5-ton lots standard lead, per 100 lbs., $19.50; ton lots, $20, and smaller quantities, $20.35.

Paint Trade Light; Will It Be Lower?

Montreal.

PAINTS, SPECIALTIES.—Business is quiet. Bookings are stated to be satisfactory, and it is understood that prices are being guaranteed to those ordering spring requirements now. Indications point to an early consideration of the price basis and some are expecting a downward revision, perhaps to the extent of 50 or 75 cents a gallon, while others see no change ahead. The declining oil and turpentine markets, the lower price of pig lead, and perhaps some sentimental pressure will at least suggest a careful consideration of the whole situation by the manufacturers.

Glass Is Moving; Keen Competition

Montreal.

GLASS.—There is quite a keen competition at the present time, especially on box glass. Supplies are said to be adequate and there has been some price cutting, Hardware and Metal is informed. Discounts vary from 20 to 20 and 5 per cent. The trade has been buying freely, though sparingly with regard to placing orders, feeling that the future basis will be an easier one.

Toronto

TORONTO, Nov. 18.—Reports on the present paint business run from "about the average" to "very good" among paint manufacturers. Some booking is reported to be very fair, and one paint manufacturer stated that they have shipped out a few spring orders.

Prices are maintained on most paint products, but it is felt in the trade that there may be a few revisions in prices before very long. On the other hand, opinions are expressed that there will not be much change for six months or so.

Turpentine and oil are reported to be weaker. White lead in oil and putty hold unchanged. Rosins look like firming again, with shellacs a little easier. Dry colors hold very firm, as does whiting. The demand for window glass is said to be below normal and the variations recently noted in quotations have disappeared.

Optimism is the key note regarding the future in paint circles.

A Further Decline on Linseed Oil

Toronto.

LINSEED OIL.—With the flaxseed crop in this country good this season, and

Here's Unusual Profit in a Usual Line

RAM-CO

"The Magic Touch"

Straw Hat Renovator

That RAM-CO is a Ramsay product is sufficient a warrant as to RAM-CO'S quality.

Thoroughly tested, positively proven superior to any product of a like nature, it is now available to the trade.

The highest notch of serviceability has been reached in RAM-CO. Its easy and permanent coloring has satisfied and pleased its host of users. Its economy and range of operation has made it an everyday necessity in the home. Its low cost, together with its gratifying results, has made it the chosen article wherever it has been displayed.

A live and blanketing advertising campaign commencing in the early spring will cause a greater demand for the preparation of Milady's Easter millinery.

A sample, together with particulars, or the personal visit of a salesman awaits but your request.

It's the right time now!

A. RAMSAY & SON COMPANY

The All-Canadian Manufacturers of Paint and Varnish Since 1842

MONTREAL

TORONTO **WINNIPEG** **VANCOUVER**

Edmonton District:
Revillon Wholesale Limited
Edmonton

Nova Scotia:
James Simmonds, Limited
Halifax, N.S.

Calgary District:
The McDonald-Baker Co.
818 8th Ave. W., Calgary

If interested tear out this page and place with letters to be answered.

an exceptionally good crop reported in the Argentine, it looks as if lower priced oil should be procured throughout this next season. A further decline has been made this week on linseed oil and the price of raw in single barrels is now $1.25.

	Raw	Boiled
1 to 2 barrels, gal.	1 25	1 28
3 to 5 barrels, gal.	1 24	1 27
6 to 9 barrels, gal.	1 22	1 25

Turpentine Declining; Now at $1.80

Toronto.

TURPENTINE.—Reports from the turpentine producing districts in the South indicate a falling market with consumption limited, with considerably larger stocks on hand than last year. The demand there is less than usual and with present rate of exchange ruling against importers shipments are smaller and continue to be so even with quotations reduced from the previous week. Jobbers look for prices to be easier under these conditions in the near future. A decline of 10 cents per gallon has been made in the price of turpentine since our last issue and single barrels are being quoted at $1.80 per gallon. Hardware and Metal is informed that this price is likely to hold for a while as exchange rates do not favor lower quotations at present.

Turpentine—	Per Imp. Gal.
1 barrel lots	1 80
2 to 4 barrel lots	1 79
5 gal. lots	1 95

Some Booked Orders Being Shipped

Toronto.

PREPARED PAINTS AND VARNISHES.—Present business is said to be seasonably good and bookings for next spring to be satisfactory. While it is understood that manufacturers will stand behind their customers in the event of a decline in prices, it is felt that they are taking a risk in shipping out orders now and dating them next April with the markets in their present state. In the opinion of one manufacturer there will not be much of a change in paint or varnish prices before next June or July and changes will be gradual.

In spite of lower oil prices it is pointed out that oil is not the factor in the price of paint that it was when lead was round $5 and pigments ranged from 2 to 12 cents. Then, too, labor and all other costs, containers, etc., have increased so enormously since the days of $2 paint that it is felt that it is extremely unlikely that prices will decline to any great extent.

Putty Prices Hold; Fair Demand

Toronto.

PUTTY.—There is still a very good demand for putty, and jobbers report a good movement in this commodity, Prices are holding firm, though an easing in quotations would not come as a surprise. Any change, it is said, would be small as though oil has cheapened there is still a considerable firmness shown in whiting. Quotations are the following:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	8 55
Do., 25-lb. irons	8 80
Do., bladders in bbls.	9 80
Do., less quantities	10 05
Pure, in 100-lb. drums	11 05
Do., 25-lb. irons	11 30
Do., bladders in bbls.	12 30
Do., less quantities	12 55

PRICE TENDENCIES ON PAINT

There is a feeling in the trade that lower prices on prepared paints may be looked for shortly, and in this connection the meeting of the Canadian Paint, Oil and Varnish Association to be held in Montreal, Monday, Nov. 22, will be awaited with interest. One manufacturer stated to Hardware and Metal that in his opinion prices should go down on paint, and also lower on white lead in oil.

Both linseed oil and turpentine have been steadily declining for several months, and pig lead markets are $3.00 lower than the high level of this year.

White Lead in Oil; No Price Change

Toronto.

WHITE LEAD IN OIL.—There are no changes to report in prices of white lead in oil. The market in pig lead continues to decline and supplies of the metal are reported to be accumulating as there is very little demand, consumers apparently seeing no advantage in anticipating their future requirements and evidently looking for lead to go lower than it is at present. In English markets lower prices on pig lead are reported also. While paint manufacturers look to see prices of white lead maintained here for the balance of this year, it is stated that a good deal depends on the action taken by producers in the States. Should a revision take place there, it is likely to be reflected here within a short while. Prices are as per market quotation pages.

Below Average Is Glass Demand

Toronto.

GLASS.—The demand for glass has fallen off lately, and sales of window glass are not as large as usual at this period of the year, according to jobbers. Building operations have not been as heavy this fall and this is given as one of the reasons for the falling off of the demand. Failure of supplies of natural gas are reported from some of the factories and should this continue it would affect the output of the factories.

American markets are firm, and until supplies from Belgium become larger the American markets will rule Canadian prices in window glass. Stocks are not heavy and little change from present prices is expected in the trade. It is pointed out that it was lower prices in the Belgian markets and arrival of shipments from that country that was responsible for the variations in quotations. Prices appear to have steadied now and 30 per cent. is the prevailing quotation with an extra 5 per cent. for quantities.

TWO OR THREE THINGS THAT THE CANADIAN EXPORTER SHOULD NOTE

CANADIAN exporters are making a great mistake in several methods employed in trying to develop business with Old Country concerns. One of these is calling for settlement in New York funds, another is in not sending goods on consignment to reputable houses, and the third, and most important, giving quotations f.o.b. some factory or siding in Canada, rather than c.i.f. at some point in the United Kingdom. J. V. McKenzie, late trade commissioner to Glasgow, drew attention to these when discussing the matter with Hardware and Metal.

"There were many letters of protest received at my office in regard to Canadian firms asking for and demanding settlement in New York funds," he stated. "The British houses cannot understand it, and they look upon it as an attempt on the part of the Canadian to pinch off a little extra in the way of exchange. It is resented by British houses on the ground that it makes Canada look like an appendage, recognizing New York, rather than Montreal, as the basing point for their currency quotations.

"The matter of quoting c.i.f. is of real importance," continued Mr. McKenzie, "and it is a matter that can hardly be emphasized too strongly. I remember coming across one case where a manufacturer who packed his product in bags of some sort sent a quotation to a Scottish house giving a price f.o.b. his factory, which was near Ottawa, and stating that bags and cartage were extra. In order to find out what that price really was laid down in Scotland the dealer there would have to find the price of bags in Canada, the price of hauling the material from his mill to a siding, the freight rate and other charges he might have to pay, and then the tariff for ocean charges. All that information could be secured by the Canadian manufacturer. He should have it at his finger's ends, and no doubt has. When he makes a quotation, stating his price laid down in a certain British port, then the British customer knows what he has at once, and it may go much farther than some people think in influencing the final placing of the order.

TWO GREAT GUILDS

ONE hundred years before Columbus landed in America, there was established in England a guild of gold and silver smiths who, through pride of craft, established a mark whereby when a housewife bought silverware and saw on it the word "Sterling" she made her purchase with absolute assurance of value received.

Five centuries have passed since that mark was established. To-day it still remains an unerring guide throughout the English-speaking world, and woe betide the man or firm who misuses this mark "Sterling." The police of the world stand back of it.

Only six short years ago there was established on the North American Continent another guild of craftsmen — another body of men with pride of achievement—the guild of Advertisers, Advertising Agents and Publishers.

They, too, adopted a hall mark to designate an honest product in the business in which they were engaged.

Sentiment, genius or instinct guided the adoption of the three great foundational letters A.B.C. as their insignia. In one respect alone did these two great guilds of craftsmen—separated in birth by over five centuries—differ. One determined the fineness alone, and left the purchaser to measure the weight. The other determined the weight but gave such specific information as would enable the buyer to determine for himself the degree to which that fineness applied to his own particular business.

A.B.C. stands for Audit Bureau of Circulations, and Audit Bureau of Circulations stands for absolute honesty in the preparation and presentation of circulation statements. The advertiser who buys space in a publication whose circulation is audited by the A.B.C. knows exactly what he is getting.

Hardware and Metal and all MacLean Publishing Company papers are members of the A.B.C.

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps			$ 7.00
22 Short		$10.00	10.70
22 S. Mush			11.50
22 Long		12 00	15 00
22 L. Mush.			16.00
22 L.D. do.			18.70
22 L. Rifle.		14 00	17 50
25 Short	$28 50		
32 Short	28 50		
32/30			70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.			42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/30			70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40			84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage.			144.50
303 British.			190 00
32/40			121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
35 Rem. Rim.			159 50
351 Self Ldg.			121 50
38/55			152 00
45/70-405	133 00		

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Bench—No. 1, doz. $19 25
No. 2, doz. 22 00
No. 3, doz. 24 75
No. 4, doz. 26 95
No. 5, doz. 29 70
No. 6, doz. 33 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$2.85.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	13/16	$12.00
4/16	6.00	10/16	14.00
5/16	6 00	20/16	14.00
6/16	6.00	21/16	16.00
7/16	6 00	22/16	16 00
8/16	6 00	23/16	18 00
9/16	6 00	24/16	18 00
10/16	6 00	25/16	21 00
11/16	6 00	26/16	21 00
12/16	8.25	29/16	27.00
13/16	9.50	30/16	27.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/10	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:
Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc,

	Doz.
Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	
Supreme Zinc	6 50
Western King (enamel)	9 50

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard 15 00
30-gal., extra heavy $18 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅝ in. dia. and smaller, 6 in. and shorter, net list.
Carriage Bolts ($1 list), ⅝ in. dia. and longer lengths, list plus 10%.
Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.
Machine Bolts, 7-16 in. dia. and larger, list plus 10%.
Sleigh Shoe Bolts, all sizes, list plus 10%.
Coach and Lag Screws, 15%.
Square Head Blank Bolts, list plus 10%.
Bolt Ends, list plus 10%.
Plow Bolts, 1, 2, 3 heads, net list.
Plow Bolts, others, list plus 20%.
Elevator Bolts, large head, list plus 10%.
Elevator Bolts, corrugated heads, 20%.
Fancy Head Bolts, list plus 10%.
Shaft Bolts ($3 list), list plus 10%.
Step Bolts, large head ($3 list), list plus 10%.
Whiffletree Bolts, list plus 10%.
Nuts, 2 in., and smaller, square Blank, add to list $2.25.
Nuts, 2 in. and smaller, square Tapped, add to list $2.75.
Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.
Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.
Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets, 24 gauge and heavier, base	0 34
Rods, base ½ to 1 in., round	0 29
Tubing, seamless, base	0 39

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS

Wrought Steel:—	
No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement prices withdrawn. See market reports.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.
Russwin—Dozen No. 0, $24.60; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.
Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12.25 to $13.50; No. 1, $12.25 to $13.50; No. 2, $13.35 to $15; No. 3, $14.35 to $16.50; No. 4, $16.40 to $19.50; No. 5, $19.50 to $22.
List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.
Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.
Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each	1 60
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 35

CLOTHES LINE REELS

	Doz. net
No. 4	29 50
No. 3½	22 95
No. 3	$21 00

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$24 00	$
¼ in.	21 70	
5-16 in.	18 20	19 40
⅜ in.	13 85	16.55
7-16 in.	13 50	16 15
½ in.	13 15	15 75
⅝ in.	12 60	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$22 30	
3-16 in.	18 65	24 45
¼ in.	17 25	22 55
5-16 in.	14 85	18 80
⅜ in.	12 20	
7-16 in.	11 85	
½ in.	11 50	
⅝ in.	11 05	
¾ in.	10 80	

F.o.b. Montreal, Toronto.

Cow ties, plus 40%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.50 doz. net; breast chains, No. 220, ... dozen pairs.
F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

Casting ingot, see weekly report.

	Mont. Base	Toronto Base
Rods, ½ to 2 in.	0 42	0 32
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 40
Plain Tinned, 16 oz. and heavier, lb.	0 48	
Polished and Tinned, 16 oz. and heavier, lb.	0 52	0 50
Tubing, lb	0 50	0 42

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 88
No. 7, lb.	0 87
Nos. 8, 9, 10, 12	0 86

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz.
2 ft. 10 in., doz.
3 ft. x 7, doz.
Prices withdrawn

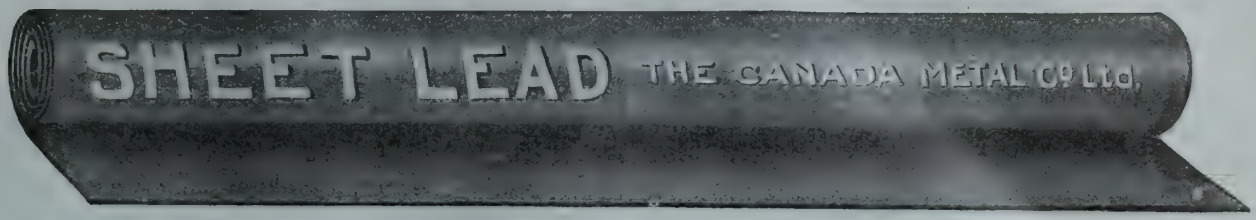
DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

SHEET LEAD

EIGHT WIDE OR LESS. ANY LENGTH. ANY WEIGHT. PROMPT SHIPMENT



LEAD PIPE





LEAD PIPE UP TO TWELVE INCHES IN DIAMETER

BABBITT, SOLDER, INGOT METALS

THE CANADA METAL CO., Limited

TORONTO, HAMILTON, MONTREAL, WINNIPEG, VANCOUVER



Automobile Steels Make These Skates Easier to Sell

Almost everybody knows that there have been special steels developed for use in automobiles.

It is of these special automobile steels that Automobile Skates are made. Because these steels are of phenomenal strength, less steel is required for each skate. Therefore, it is possible to make Automobile Skates light in weight, yet of remarkable strength. The C.C.M. heat treatment of the steels gives a hard outside that takes a brilliant finish and a razor-keen skating edge, and yet the core of the blade is of a softer, tougher steel that stands terrific strains without breaking.

Automobile SKATES

Why not lay emphasis on these facts about automobile steels when showing Automobile Skates? Sales will be easier.

Canada Cycle & Motor Co.,
Limited
WESTON, Ont.
Montreal Toronto
Winnipeg Vancouver

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	⅝	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straight Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer	50
Nov. 1, 1899	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, plus 10%; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 75	0 85
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES

	Per 100 lbs.
Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$10 80
No. 33	11 40
No. 2½	11 15
No. 3	11 70

F.o.b. Toronto.

HALTERS, LEATHER

	Doz.
Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE

	Doz.
Sisal, 7-16 in.	$25 00
Do., 9-16 in.	38 00
Jute, 7-16 in.	25 00
Do., 9-16 in.	38 00

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$19 25
Under 5 lbs.	24 00
Masons, 5 lbs. and over, per cwt.	22 00
Masons, 5 lbs. and under	27 00
Napping, up to 2 lbs.	

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)
All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount, 22% to 27%.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$21 00
Corrugated, ⅝ in., 100 ft.	24 00
Corrugated, ¾ in.	28 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

26 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	2 10
Common, plain, 3, 4 and 5 lbs.	15.60
Common, plated, 4-5 lbs.	17.50
Common plated, 6 lbs. and up	
Plain, 6 lbs. up	12.40

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30

Single and Fruit Picking

10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders

	Per ft.	
20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$15 00
Do., Japd.	15 00
Long Globe, plain	15 00
Do., Japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long	
1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 50

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$2 70
Steel Thumb, No. 3	3 50
Steel Thumb No. 4	5 25
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	9 70

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14.25
Pick, doz.	14.25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	49 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

	Doz. Net
Liquid Veneer	$16 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	6 30
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85
Crank wringing	3 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS
List adopted July 10, 1912
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b London: Hamilton, Milton, $6.25 base; Toronto, $6.40.

F.o.b. Montreal, $6.40 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.90; London, $7.50 base; Toronto, $7.35.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.

CROWN DIAMOND VAR-STAIN



It Makes Old Things New

Var-Stain is the handy varnish stain for renewing worn surfaces, as well as touching up the odds and ends of furniture and other household articles.

It dries quickly with a rich gloss finish and is fully up to the high standard of all other Crown Diamond Paint Products.

There is an interesting offer to all dealers selling Var-Stain. Write to-day and we will tell you how to make a greater profit on your sales of Varnish Stains.

McARTHUR, IRWIN, LIMITED

Established 1842 **MONTREAL**

DISTRIBUTORS OF CROWN DIAMOND PAINTS:—Stewart & Wood, Limited, Toronto; W. B. Dalton & Sons, Kingston; Crowell Bros., Halifax, N.S.; Robertson, Foster & Smith, Limited, St. John, N.B.; Farquhar & Gill, Vancouver, B.C.

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand Per 25-lb.box
Capewell—	
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$1 05
2069	1 18

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—	
Special No. 1	21 00
U.S. Navy	22 00
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal.	0 29½
Palacine, gal.	0 32½
Gasoline, net, gal.	0 42

Above prices net.

	Gallon
Black oil (summer)	0 28.6
Black oil (winter)	0 29.1
Imperial Kerosene, tractor	1 50
Capital, cylinder	0 98.1
Machine oil, regular grades	0 61.6
Imperial gas engine oil	0 62.6
Paraffine	0 42.6

List, less 15% on above.

Polarine Oil, list	1 50
Polarine Oil, heavy, list..	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel oil, bbls., net	0 19
Fuel oil, tank cars, net...	0 17

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 85	1 85
Do., No. 2, Anchor	1 50	1 50
Dry Fibre No. 2, Elephant		1 50
Tarred Fibre, No. 1 Anchor	1 95	1 95
Do., No. 2, Anchor	1 70	1 70
Elephant Brand, tarred, No. 2		1 70
Surprise Fibre	1 55	1 55
Stag Sheathing	1 55	1 55
Cyclone, dry	1 85	1 85
Cyclone (tarred)	1 95	1 95
Joliette Sheathing	1 50	1 50
Do., tarred	1 70	1 70
	Per 100 lbs.	
Monarch Sheathing, white	10 50	
Do., gray	9 75	
Straw Sheathing, heavy, dry	8 05	
Spruce Sheathing, 36" and 72" wide	11 75	
Asbestos Sheathing	13 50	
Carpet Felt	9 00	
Tarred Felt, 7, 10 and 16 oz.	6 05	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	13 00
6 to 7 lbs., doz.	13 50	14 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	$2 10
4 gross (cartons), 4-in.	2 10
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 31	7.41	5 91	8 01
⅜ in..	5 31	7 41	5 91	8 01
½ in..	7 10	8 63	7 95	9 48
¾ in..	8 80	10 87	9 95	12 02
1 in..	13 01	16 07	14 71	17 77
1¼ in..	17 60	21 74	19 90	24 04
1½ in..	21 04	25 99	23 79	28 74
2 in..	28 31	34 97	32 01	38 67
2½ in..	44 75	55 28	.....	.....
3 in..	58 52	72 29	.....	.....
3½ in..	74 06	90 62	.....	.....
4 in..	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Blk.	Gen. Wrot. Iron Gal.
2 in..	$32 01	$38 67	$35 71	$42 37
2½ in..	48 26	58 79	54 11	64 64
3 in..	63 11	76 88	70 76	84 53
3½ in..	75 90	92 46	85 10	101 66
4 in..	89 93	109 55	100 83	120 45
4½ in..	1 05	1 29	1 30	1 54
5 in..	1 22	1 50	1 52	1 80
6 in..	1 58	1 95	1 97	2 33
7 in..	2 06	2 53	2 53	3 01
8L in..	2 16	2 66	2 66	3 16
8 in..	2 49	3 07	3 07	3 64
9 in..	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in..	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

Add 25% to list.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in. ..... Net
Medium and extra heavy pipe, 2, 3, 5 and 6 ..... Plus 10%
Medium and extra heavy fittings, 2 to 6 inch 20%
8 inch pipe and fittings ... Plus 20%
F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN	
King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal, Montreal, Toronto

Do., 60 sheets	13 25	....
Ordinary, 52 sheets	$13 00	....

PLATES, COKE, TIN

	Tor. Per box	Mont.
IC, 20x28 112 sheets.	27 00	
IX, 20x28 112 sheets.	30 00	
IXX, 20x28 112 sheets.	33 00	
IXXX, 20x28 56 sheets.	18 00	

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE	
IC, 20x28, 112 sheets	$24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40
No.		Each
70		$6 75
80		6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, add 15%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10

	Mont.	Toronto
Everlastic, 1 ply	$2 30	$2 30
Everlastic, 2 ply	2 85	2 85
Everlastic, 3 ply	3 35	3 35
Panamoid, 1 ply	2 20	2 15
Panamoid, 2 ply	2 70	2 65
Panamoid, 3 ply	3 20	3 10
Red Star, 2 ply	2 33	2 38
Red Star, 3 ply	2 75	2 80
Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10.50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.		0 60
In ½ bbls., per gal.		0 65
In 5s and 10s		0 70
1 gal. cans, per doz.		9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE	
Pur e Manila basis	0 33½
Beaver Manila basis	0 26
New Zealand hemp basis	0 26
Sisal basis	0 21½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 21½
Double lath yarn	0 22
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	0 73
Do., 5-32 in.	0 71
Do., 3-16 in.	0 65
Do., ¼ in. and up	0 63

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85
	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.
Star sandpaper, net list.
B. & A. emery cloth, 52½% on list.
F.o.b. Montreal and Toronto.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 60

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

Little Visits

Beatty Bros. Limited Bulletin

With BT Dealers



J. A. Roberge & Fils—Exterior



J. A. Roberge & Fils—Interior

BT Goods Are Heading Line

In Coleraine, Que., half way between Sherbrooke and Quebec, MM. J. A. Roberge & Son are doing a thriving trade in BT Goods.

With a population in Coleraine itself of less than two hundred, they carry a splendid stock of BT Churns, Pumps and Washers.

In these "Little Visits with BT Dealers," we have shown big city stores; exclusively electrical concerns; hardware and implement dealers; MM. Roberge & Son are another very important link in the BT organization—the General Store.

By good goods, good service and courteous treatment, we try to make the dealers' association with Beatty Bros. Limited profitable and pleasant—wherever he may be.

The Daisy Churn

For thirty years the Daisy Churn has been the standard in thousands of farm houses.

Every modern improvement we could think of has been added to it. The latest is our patented vent, which makes it unnecessary to stop the churn and pull out the plug to allow the gas to escape.

It is beautifully made and finished. Churn staves are shaped by hand. No staves with worm holes are included on any account.

It comes in three parts and is assembled in a moment. If you have had to fuss with nuts and bolts on some types, you will appreciate this.

Carry the "Daisy" as a stock line. It pays.



Mr. J. A. Roberge and his assistants.

BT Pumps

If you have not a copy of our big illustrated general catalogue—send to our nearest Branch for a copy. It illustrates the full BT Pump Line, including the famous Ready-to-Ship pumps, Cistern pumps, Tank pumps, Pump Jacks and Pump requirements of every description.

Whether you are doing a regular pump trade or just aim to supply small pumps for house use, you will find what you need in the BT Catalogue.

The same ideals of good design, careful workmanship and prompt service stand behind BT Pumps as behind the Daisy Churn and the Red Star Washer—all of which Roberge & Son find profitable in their business.

BEATTY BROS. LIMITED

Fergus, Ont.	**London, Ont.**	**Winnipeg, Man.**	**Montreal, Que.**
St. John, N.B.	**Edmonton, Alta.**	**Vancouver, B.C.**	**London, Eng.**

If interested tear out this page and place with letters to be answered.

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS	Doz.
00 Patent	$18 10
1 loop	17 40
2 loops	16 65
3 loops	15 20
Bush	18 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge ...	$13 50	$13 00
26 gauge ...	13 25	12 95
24 gauge ...	12 65	12 35
22 gauge ...	12 30	11 90
20 gauge ...	.....	11 75
18 and 20 ga.	11 60	.....

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $52 00
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)
Bright $6 65
Galvd. 7 65

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3-burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 60% off list.

McClary Glass Front Oven
No. 70, each, net 5 00
Detroit Glass Front Oven,
No. 85, each, net ....
Hot Blast ..... Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.
Hot Blast ..... Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b. b.	$ 62 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	47 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b	58 00
Grand Rapids, jap., cyco b.b.	52 00
Parlor Queen, nick., cyco b.b	64 00
Princess, nick., cyco b.b.	60 00
Standard, jap. fittings	48 00
Universal, Jap., cyco bear.	50 00
Universal, nick., cyco bear.	56 00

F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM	Bissell's Doz.
Grand Rapids, nickeled	$124 00
Household, japanned	110 00
Superba, nickeled	140 00

SWINGS, Ontario $10 00

TACKS	Discount
Wire Tacks	60 and 15%

Revised Hardware Tack List adopted Jan. 30, 1920. 60 and 15%
Double-pointed tacks 65-10%
Shoe findings ..... Net list
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 50
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	add 25% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)	Doz. with chain
Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER	per ft.
500 feet	$0 17¾
550 feet	0 19¼
600 feet	0 20¾
650 feet	0 21¾

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)	
5-lb. sack, 3-ply, lb.	$0 62
Cones, 3-ply, lb.	0 57
Do., 4-ply, lb.	0 61

VALVES AND COCKS

Compression work—Standard	25%
High grade	24%
Fuller work—Standard	30%
Basin cocks, No. 0—Standard	23%
Nos. 1 and 2	23%
Bath Cocks—Compression	25%
Flatway stop and waste cocks, Standard	25%
Roundway stop and waste cocks—Standard	32%
Brass steam cocks, stand. add	10%
Radiator valves—Standard	15%
Do., removable seat	10%
Globe, angle and check valves, standard	add 5%
Gate or Straightway	Net
Jenkins Gate Valve	10%
Standard Gate	list plus 5%
Jenkins Globe	list plus 20%

F.O.B. Toronto.

VALVES, FOOT	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves

Gate Valves	5/2½%
Regrinding Valves	Plus 5%
Swing Check Valves	Plus 7½%
Compodisk Valves	Net

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 25%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 60%
Copper Tea and Coffee Pots, list, plus 60%
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.80; 1⅜ in., 1⅞ in. 1⅝ in., $19.40; 1⅝ in., 1¾ in., 1 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs.	$5 10	$6 00	$7 00
Section, ½ lb., per 100 lbs.	5 50	6 60	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	5 40	6 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0-8	Base
No. 9	0 10
No. 10	0 15
No. 11	0 28
No. 12	0 30
No. 13	0 50
No. 14	0 60
No. 15	0 85
No. 16	1 30
Annealing, extra	0 25
Coppering, extra	0 75-0 90
Bright base	6 00
Annealed base	6 25

Galvanized price on application
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 30c.

Stovepipe Wire

No. 18	$10 00
No. 19	10 50

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 25% Canadian pattern: 20% on genuine.
WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$127 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	117 00
Favorite, No. 512	124 00
Royal Canadian, No. 151	102 00
Favorite, No. 514	145 00
Ottawa, No. 331E	115 00
Ottawa Branch, No. 341EB	162 00
Challenge, No. 311E	105 00
Warranty	121 00
Bicycle	115 00
Eze	110 00
Rapid	100 00

Discounts from above list 20 per cent.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal Kingston, Ottawa, Toronto, London.
Stove Pipe Thimbles, 40%.

TINKER TOM'S TALKS.

Talk No. 286

YESSIR!

There's got to be some tumbling all along the line before old prices are here. In addition to labor and railway charges here's the main items to make

PREMIER GALVANIZED SHEETS:—

6,100 Lbs. IRON ORE
3,050 Lbs. COKE
1,850 Lbs. LIMESTONE
530 Lbs. COAL
450 Lbs. FUEL OIL
280 Lbs. ZINC
112 Lbs. ACIDS
12 Lbs. CHEMICALS
1,200 Gals. WATER

TO MAKE 2,000 LBS. GALVANIZED SHEETS

TINKER TOM

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ochre, 100-lb. keg	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	9 00
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	6 75
Invincible	7 50
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigafoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00
Discount.	

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 30%; London, 25%; Montreal, 20 to 20/5%
Cut size sheet glass, 40/10% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, 12½c ½-lb. pkge.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 40c. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$20 00	$20 45
Champion Pure	20 00	20 45
Crown Diamond, pure	20 00	20 45
Green Seal	20 00	20 45
Ramsay's Pure	20 00	20 45
Moore's Pure	20 00	20 45
Tiger, Pure	20 00	20 45
O.P.W. Dec. Pure	20 00	20 45
Red Seal	20 00	20 45
O.P.W. English	20 00	20 70
Elephant Genuine	20 50	20 95

B. B. Genuine Lead, less than tons, Montreal, $23; Toronto, $23.50.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	....
10s	0 35	....
5s	0 36	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal. 4.50- 7.00
F.o.b. Montreal, Toronto

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 00
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	10 75	10 75
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal.	0 75	0 75
1s (case 12 gals.)	9 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Halif-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN (100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$10 00
Less, per lb.	0 13

SHELLAC

	Pure white	Pure orange
Per bbl.	$7 75	7 00
Gal. jugs	7 30	6 80

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Curnoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$2 30
O.P.W.	1 60
Anchor	1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Mureseo	9 00	10 20
C. D. Wall Coating, white	9 60	
Do., colors	9 60	

WASTE

Cream, Polishing	$0 26

WHITE

XXX	0 21½	XXX	0 23
XX	0 19½	XX, grad	0 21½
X	0 18½	XLCR	0 20
XC	0 17½	X Empire	0 18½
		X Press.	0 16½

COLORED

No. 8	0 11	Fancy	0 18
No. 1	0 15	Lion	0 16
No. 7	0 14	Standard	0 14
No. 1A	0 13	Popular	0 12
No. 1B	0 12	Keen	0 10

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING

Gilders, bolted, in bbls.	3 25

Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	$4 50
Methylated Spirits	1 90

F.o.b. Montreal, Toronto, London.



Mr. Business Man

Those documents, receipts, bills, etc., that represent money in your business deserve full protection against fire.

A Taylor Safe provides the protection they need.

Every Taylor Safe represents the achievement of 65 years of Safe building. They withstand every test of fire duration, intensity or impact.

Made in 40 different sizes.

Write us for quotations on Taylor Safes and Steel Cabinets

J. & J. TAYLOR LIMITED

TORONTO SAFE WORKS

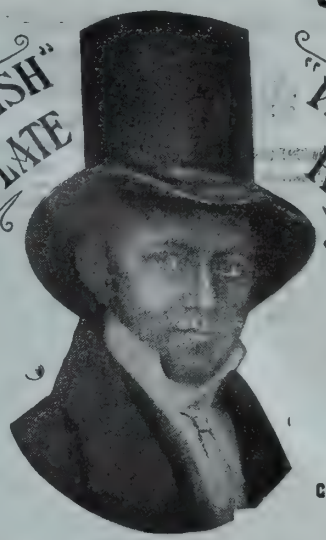
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Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

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Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

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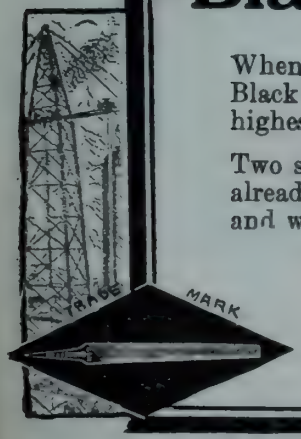
Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway Toronto

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.



Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB caps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$28 50	.....	.....
32 Short ...	28 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.

Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.

Farriers Clip Horn, 30c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin . . . . . 40% on list

Gilmour . . . . . 10% on list

AXES

Single Bit	$17 50 $19 00
Double Bit	24 50
Broad Axes	60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Bar Iron—Round and square, ⅜-in. to 2-in., $5.75 base, over 2-in. and ineluding 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3-16 in, $8.80; ¼ in., $7.95; 5-16 in., $7.75. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double" 'list is just twice the

BOARD, BEAVER

Per M ft.

1,000 ft. lots	$54 00
5,000 ft. lots	55 00

BOILERS, RANGE

30-gal., each	15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX

Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	5 50
20 oz.	7 00

CHAIN

Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.

B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.

Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power—No. 0, $14.03; No. 1, $14.03; No. 2, $15.30; No. 3, $16.58; No. 4, $21.68.

Hand—No. 0, $11.48; No. 1, $11.48; No. 2, $12.75; No. 3, $14.03; No. 4, $16.58.

CLEVISES, MALL. 18½c per lb.

CLIPPERS, HORSE

Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE

	Doz.
50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 . . . . . $0 96 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.88; 10 in., $8.55; 12 in., $9.90; 15 in., $13.95.

Conductor pipe, 2 in., per 100 ft., $9.45; 3 in., $11.48; 4 in., $15.63; 5 in., $20.35.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS

	Each
Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN

	Doz
Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face

	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.

Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.

Screw and Strap—6-in., $4.80; 8-in., $4.80; 10-in., $6.40 ;12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $9.60; No. 2 and larger, $9.35; snowshoes, No. 0 to No. 1, $9.85; No. 2 and larger, $9.70; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

HOSE, GARDEN

	Per 100 ft. 3-ply	Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$13 80
28 Am. or 26 Eng.	13 45
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 6 and over, 16½c per lb; 4 and 5 lbs., 21c per lb.

Mrs. Potts' No. 55, set. $2 90

Mrs. Potts' No. 50, set. 3 05

Mrs. Potts' common sad iron handles, $2.78 dozen. Mrs. Potts' improved, $3.75 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 70
Barn Door	
5	3 20
8	3 65
9	5 25

LEAD PIPE, $15,21.

LEAD WASTE, $16.11.

WHITE LEAD

Decorators' pure, 100-lb. tins. $21.60.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS

Pick, $15.25; cutter, $15.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$ 12 00	$12 75	
Empress	14 25	15 00	
Daisy	8 75	9 50	
Star	7 40	7 85	
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.65 base; Winnipeg, $7.35. Cut, f.o.b. Winnipeg, $8.15.

NAILS, HORSE

	Capewell	New Peerless
4		$7 75
5	$5.50	5 75
6	5 75	5 50
7	5 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in.	$6 65
30 in.	8 93
36 in.	10 60

Stephens'

REGISTERED TRADE MARK



Celebrated Wa-Ko-Ver Stain

Wa-Ko-Ver beautifies all woodwork and literally wears like iron. Wherever there are worn floors and scratched woodwork you can safely recommend Wa-Ko-Ver Stain to restore its freshness. This reliable, trustworthy stain has long since won the confidence of consumers. It gives full value in service and creates consumer-satisfaction in the goods and confidence in the store that sells it.

This established reputation makes Wak-Ko-Ver Stain a pleasure to sell. A good display in your windows or on your counter reminds the housewife and keeps it moving.

If You're Not Handling This Line Write Us

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS
Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$18 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil — On application	
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED
(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 85
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15
Ramsay's White	5 55
Do., colors	5 30
Dultone, White	4 25
Do., colors	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 65
Sunrise	1 50
Anchor, tarred	1 85
O.K. tarred	1 85
Tarred Felt	6 75

PICKS, CLAY
5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT
Buttweld,

Per 100 ft. Blk.	Blk.	Steel Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 10
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl. $6 00

PLATES, CANADA
18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $13.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 35
No. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON
No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS
Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$5 70
25-lb. irons, per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS
Iron rivets, 20%; copper, No. 8, 64c; No. 10, 69c; No. 12, 74c.

ROPE
British Manila or African Hemp—9-16 in., ¼ in. and 5-16 in., 30¾c; ⅜ in., 30¼c; 7-16 in., ½ and 9-16 in., 29¾c; ⅝ in., 29¼c; ¾ in. and larger, 28¾c.
Pure Manila—¼ in. and 5-16 in., 38¾c; ⅜ in., 38¼c; 7-16 in. & ½ in., 37¾c; ⅝ in., 37¼c; ¾ in. and larger, 36¾c.
Sisal—¼ & 5-16 in., 26¼c; ⅜ in., 25¾c; 7-16 in., ½ in. & 9-16 in., 25¼c; ⅝ in., 24¾c; ¾ in. and larger, 24¼c.
Lath yarn, 24¼c.
Cotton Rope—3-16 in., 70c; ¼ in. and up, 69c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 65	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.
Set Screws, 15%.

SCYTHES—	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET
See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT
Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, round head, $6.25 flat, Fort William, $7.60 Winnipeg; galvanized staples, $6.90 Fort William, ... Winnipeg.

STEEL
Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00, 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 65% list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE
See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 60
Cotton, 3-ply, balls	0 62
Cotton, 4-ply, cones	0 68
Cotton, 4-ply, balls	0 70

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—
Scotch Grey Graniteware.
Colonial Imperial, Pearl, list plus 2½% advance.
Premier, Canada, Diamond, plus 40%
Whitewear, 22½% off.
Japanned Ware, list, plus 45%
Japanned Ware, white, list plus 57½%
Japanned Sprinklers, list plus 45%.
Stamped Ware, plain, 20-10-2½% discount.
Stamped Ware, retinned, 15-5-5%
Pieced Tinware, ordinary, list plus 90%
Pieced Tinware, copper bottoms, list plus 105%
Sheetiron Ware, list plus 72½%.
Light Galvanized Pails, plus 72½%
Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$22 50	$23 00
¼ in.	19 80	20 30
5/16 in.	18 60	19 10
⅜ in.	17 25	17 75
7/16 in.	16 20	16 70
½ in.	15 60	16 10
9/16 in.	15 45	15 95
⅝ in.	15 30	15 80
¾ in.	15 15	15 65
⅞ in.	15 00	15 50
1 in.	15 00	15 50
1⅛ in.	15 00	15 50
1¼ in.	15 30	15 80
1⅜ in.	15 30	15 80

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB
Lyman, 4-point, $6.35 Winnipeg; Glidden Cattle, 2-pt., $6.15 Winnipeg; Baker, 2-pt., $6.05 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.
Patented screen in 100-ft. rolls $3.56 per 100 sq. ft.; in 50-foot rolls, $3.50 per 100 sq. ft.

WIRE — PLAIN
Bale ties, 14-gauge, single loop, $8.65 Winnipeg, $8.00 Fort William.
Brass snare wire, per lb., 90c.

WIRE — ANNEALED
No. 9, $7.70; No. 10, $7.75; No. 12, $7.90; No. 14, $8.20; No. 15, $8.45; No. 16, $8.90 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE	Trimo Each	Stillson Each
6 inch	....	1 60
8 inch	....	1 80
10 inch	1 81	2 00
14 inch	2 50	2 80
18 inch	3 63	4 00
24 inch	5 25	5 80
36 inch	....	10 80

	— Dozen—	
Always Ready	Black	N. P
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES	Doz
Universal	$49 50
New Eze	82 50
Regent	75 00

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

MADE IN CANADA

BUFFALO OILS

Special Cylinder Oil for Steam Engines
Harness Oil Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.



These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

"Dazee Brand" Woodenware

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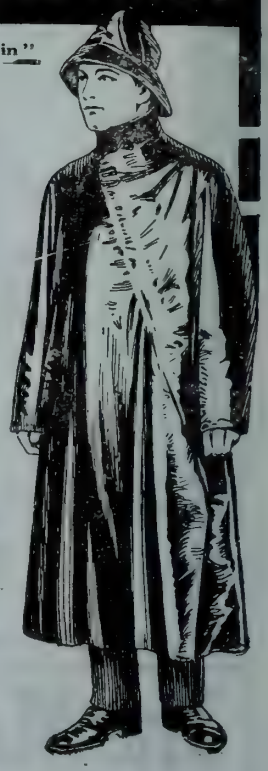
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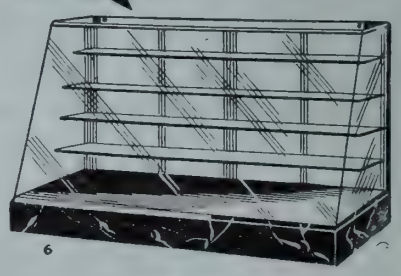
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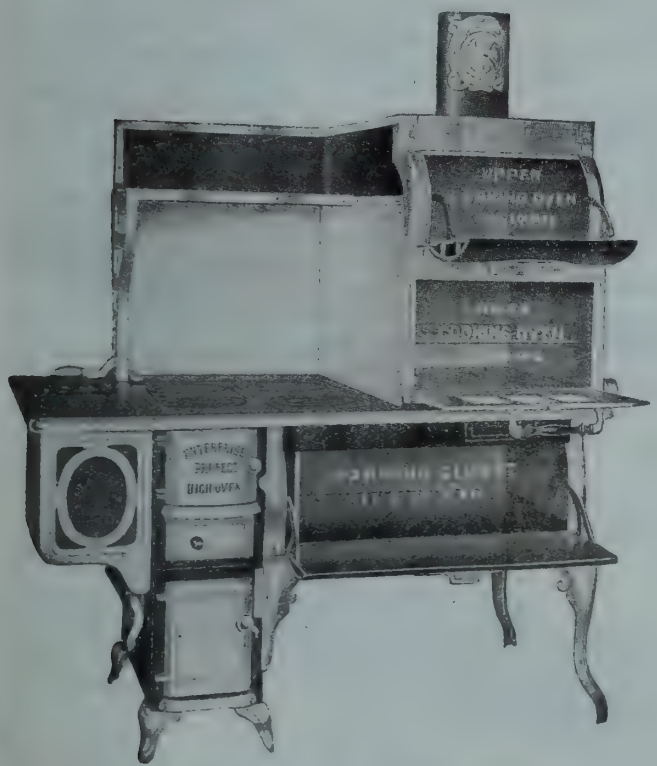
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The Carborundum Co., Niagara Falls, N.Y.

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Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

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The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
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Hurtubise Limited, Montreal, Que.
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E. T. Wright & Co., Limited, Hamilton, Ont.

Ammunition
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Dominion Cartridge Co., Montreal.
Dupont Powder Co., Wilmington, Del.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
Wm. J. Brown, Montreal, Que.

Ash Sifters
Leslie Tinware Co., Ltd., The, Ottawa, Ont.
Samuels & Co., J., Toronto.

Auger Rings
Crescent Co., The, Meriden, Conn.

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D. Ackland & Son, Limited, Winnipeg, Man.
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Northern Electric Co, Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Hyalop Bros., Toronto.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
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The Adamson Mfg. Co., Hamilton, Ont.
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Benjamin Electric Co., Toronto
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
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The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Goodell Pratt Co., Greenfield, Mass.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
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The Imperial Bit & Snap Co., Racine, Wis.
The Kales Stamping Co., Limited, Walkerville, Ont.
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The Motor Specialties Co., Waltham, Mass.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill
C. A. Shaler Co., Waupun, Wis.
A Schrader Sons, Inc. Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Automobile Jacks
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Millers Falls Company, Millers Falls, Mass.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
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Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

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E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co. Ltd., Toronto
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Canadian General Electric Co., Toronto.
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Canadian National Carbon Co., Ltd., Toronto.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Belting, Transmission, Elevator and Conveyor
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The Dominion Belting Co., Ltd., Hamilton, Ont.
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Gutta Percha & Rubber Ltd., Toronto.
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Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

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Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
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United Brassfounders & Engineers, Ltd., Manchester, England.

Bibbs, Basin and Bath Cocks, Fuller
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

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The Gurney Foundry Co., Ltd., Toronto.

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Canadian John Wood Mfg. Co., Toronto.

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Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Boring Bars
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

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Steel Co. of Canada, The, Ltd., Hamilton.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Brake Lining
Renaud Motor Supply Co., Ltd., The, Montreal

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Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

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The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

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Meakins and Sons, Limited, Hamilton, Ont.
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

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Walter Woods & Co., Hamilton.

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Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Business Machines
The International Business Machines, Ltd., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Bratty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto Lock Mfg. Co., Toronto

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.

Castings, Grey Iron
The Canadian Stoves Limited, Grimsby, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd. Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Ward & Payne, Sheffield, Eng.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.

Chucks, Tap
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

Churns, Glass
The Dazey Churn & Mfg. Co., St. Louis, Mo.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Chicago Flexible Shaft Co., Chicago, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

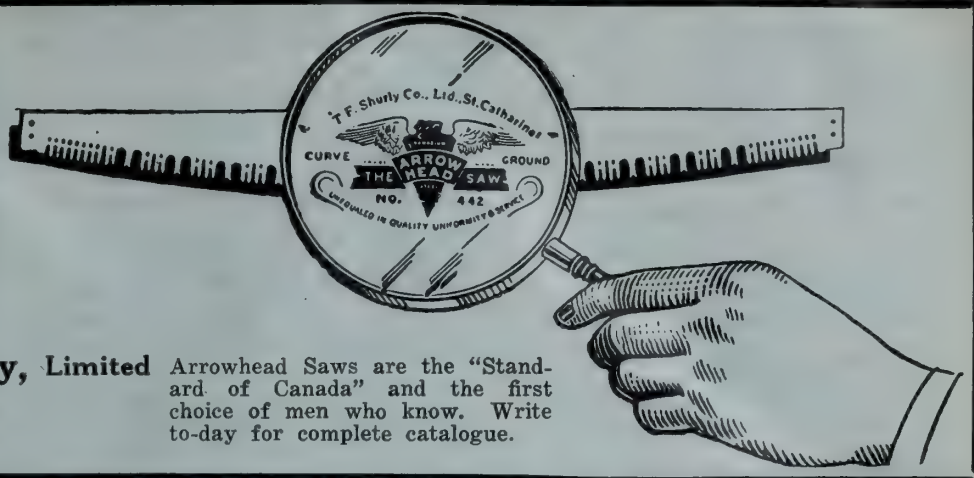
Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

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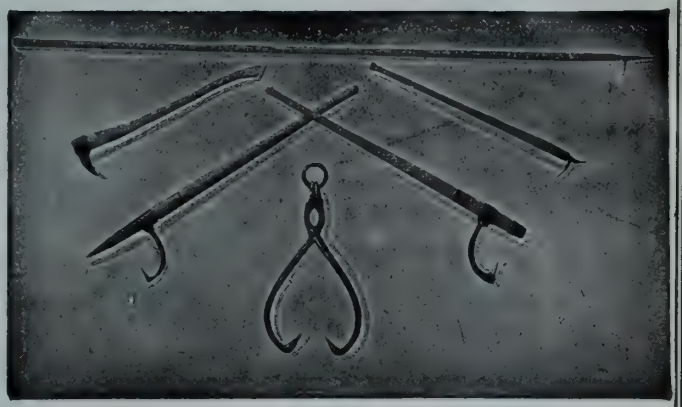
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THE BUYERS' GUIDE

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry, Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
J. H. Williams & Co., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Display Racks and Stands
Cameron & Co., Toronto.

Disinfectants
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Toronto Lock Mfg. Co., Toronto

Door Hangers
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Door Strip
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
The Sheffield Twist Drill & Steel Co., Ltd., Sheffield, England.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont.
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Sheet Metal Products Co. of Canada, Ltd. Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fence Posts, steel
Burlington Products Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

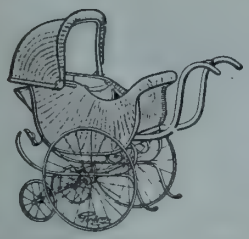


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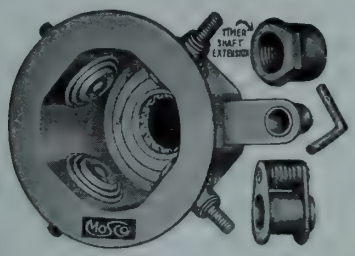




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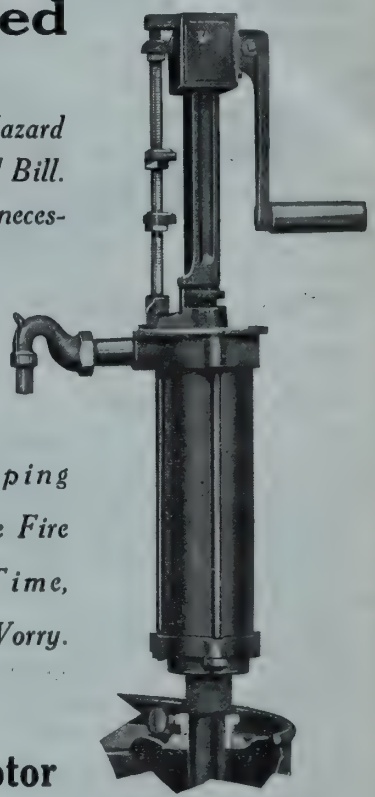
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Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
The Canadian Stoves Limited, Grimsby, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gasoline Tanks and Pumps
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Greenfield Tap and Die Corp.

Hangers, Barn Door
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hangers, Door
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.
Slater & Barnard, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Slater & Barnard, Ltd., Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.



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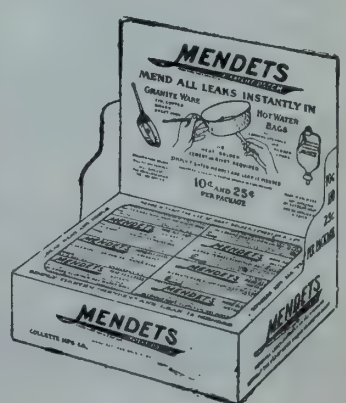


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Headlight, Glass
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The Ontario Plate Glass, Ltd., Hamilton, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Heaters, Gas. Water
The Canadian Stoves Limited, Grimsby, Ont.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co. Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Northern Electric Co., Limited, Montreal, Que.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Applinances
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Household Pails
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.
Slater & Barnard, Ltd., Hamilton, Ont.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

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Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

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Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Lathe Dogs, Drop-forged
J. H. Williams & Co., St. Catharines, Ont.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
J. H. Williams & Co., St. Catharines, Ont.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

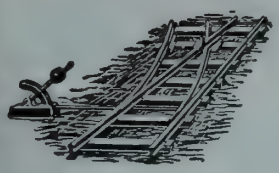
Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
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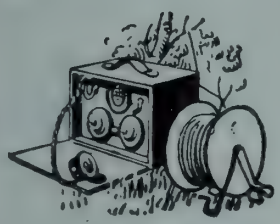
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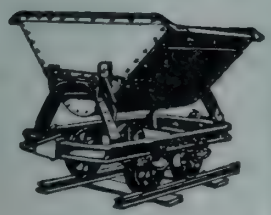
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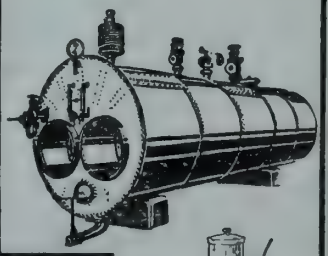








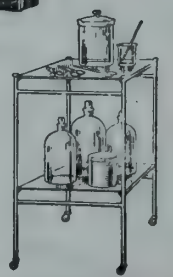






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Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metal Cutting Saws
Clemson Bros., Inc., Hamilton, Ont.

Metal Saws, Power
Clemson Bros., Inc., Hamilton, Ont.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Milling Cutters
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man..

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
Atlas Iron, Wire & General Metal Works, Toronto.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

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Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Planes
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Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

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F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

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Gutta Percha & Rubber, Ltd., Toronto.

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J. H. Williams & Co., Brooklyn, N.Y.

Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pruning Shears
The Peck, Stow & Wilcox Co., Southington, Conn.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

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The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. R. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton Ont.
The Westco Pumps Ltd., Toronto.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
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The Hamilton Motor Works, Ltd., Hamilton, Ont

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Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
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The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Fire-Hazard Store Service Co., Toronto

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
AutoStrap Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
C. C. Craig Co., Winnipeg.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., St. Catharines, Ont.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
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Geo. W. Reed & Co., Ltd., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Roofing, Ready
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D. J. Ladd & Co., Winnipeg.
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Alex. McArthur & Co., Montreal, Que.

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Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
The B. Greening Wire Co., Ltd., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
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Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Safety Razors
Auto-Strop Safety Razor Co., Toronto, Ont.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
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Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
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Clemson Bros., Inc., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saws, Metal Cutting
Clemson Bros., Inc., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
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The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines, Electric and Motors
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shop Barrels
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Souris, Man.

Sickles
The Burrowes Mfg. Co., Toronto, Ont.

Sifters, Ash
Wiebusch & Hilger, Ltd., New York, N.Y.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Spice Tubs
E. B. Eddy Co., Ltd, Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
The Crescent Co., Meriden, Conn.
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Crescent Co., Meriden, Conn.
The Peck, Stow & Wilcox Co., Southington, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Canadian Potato Machinery Co., Ltd., Galt, Ont.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Stools
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Ower Sound, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian General Electric Co., Ltd., Toronto, Ont.
Canadian Westinghouse Co., Limited
National Electric Heating Co., Ltd., Toronto, Ont
The Northern Electric Co., Limited, Montreal, Que.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Strops, Razor
C. C. Craig Co., Winnipeg.
Dingley Bros., Export, Limited, Lindsay Bldg., Montreal, Que.

Stroppers, Automatic Razor
C. C. Craig Co., Winnipeg.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Syphons
The Anthes Foundry Co., Limited, Winnipeg, Man.

Tacks
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

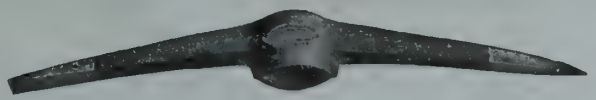
Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

PICKS

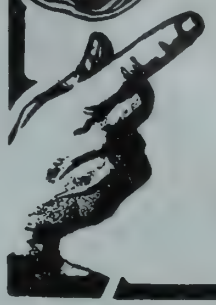


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The L. S. Starrett Company, Athol, Mass.

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The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tarred Welts
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Timers for Ford Cars
The Franco-British Supply Co., Winnipeg, Man.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
Canadian K.K. Co., Ltd., Elora, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
Henry Disston & Sons, Limited, Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

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Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube Co., Woodstock.

Tumbler Holders
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders & Engineers, Ltd., Manchester England.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
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United Brassfounders & Engineers, Ltd., Manchester, England.

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Gutta Percha & Rubber Ltd., Toronto.

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Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
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Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Vulcanizers
The Adamson Mfg. Co., Hamilton, Ont.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
J. H. Connor & Son, Ottawa, Ont.
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Great West Electric Co., Ltd., Winnipeg, Man.
Kribs Ltd., Wm. A., Hespeler, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
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E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont.

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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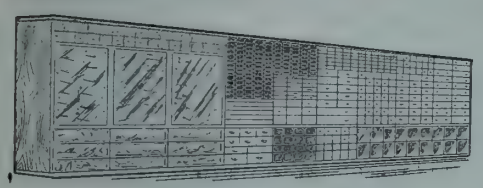
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Rice Lewis & Sons, Ltd., Toronto.
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Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

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Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

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Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

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The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Atlas Iron, Wire & General Metal Works, Toronto.

Woodenware
The Brett Mfg. Co, Winnipeg, Man.

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E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

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The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
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Trimont Mfg. Co., Roxbury, Mass.
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Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
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C. C. Craig Co., Winnipeg.

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Beatty Bros., Ltd., Fergus, Ont.

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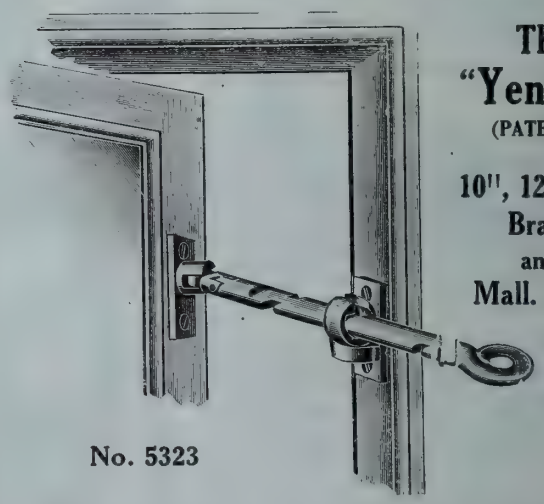
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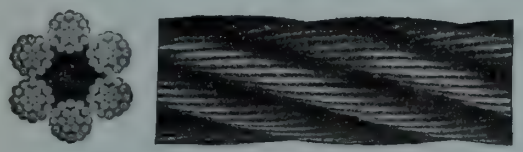
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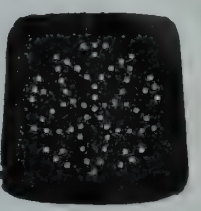
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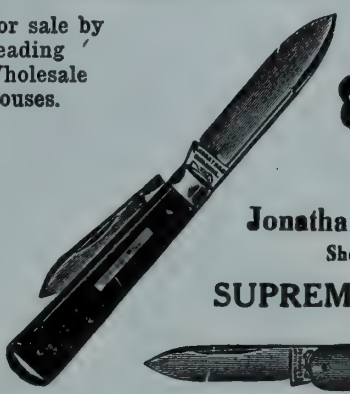


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"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

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ROLLING MILL COMPANY
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For Enameled Products



For Welding



For Electrical Conductivity

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WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED IMMEDIATELY — FIRST-CLASS hardware man for head clerk in retail store. State age, experience and salary. Box 63, Hardware and Metal.

WANTED — EXPERIENCED HARDWARE salesman. Apply stating age, experience and salary to Mills Hardware Co., Hamilton.

WANTED—FOR MONTREAL, YOUNG HARDwareman with five or more years' experience in hardware business. Do not apply unless you are a good business correspondent. Must be young man of good appearance and thoroughly reliable. This position offers a splendid future to the right man. Apply giving complete details as to experience, qualifications and salary. Box 88, Hardware and Metal.

HARDWARE SALESMEN, EASTERN AND Western Canada, to handle side line. Season now on. See our advertisement current issue. Atlas Iron & Wire, 815 Queen West, Toronto.

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HARDWARE STOCK AND PROPERTY FOR sale. Town of 800, on Provincial highway, good farming district; $10,000 stock. Retiring from business. Write Box 304, Hardware and Metal.

GOOD, CLEAN HARDWARE STOCK AND business for sale, established for nineteen years. Box 27, Hardware and Metal.

THE FOLLOWING COKE TIN PLATES IN stock at Toronto warehouse for immediate delivery: 254 packages, 112 sheets, 100 lbs. basis, sizes 15 x 30, 18¼ x 26¼, 18¾ x 28, 25 x 28, 22 x 26, and 19 x 28, Primes and Wasters. Box 341, Hardware and Metal.

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FOR SALE—QUANTITY OF BLACK AND GALvanized pipe of different sizes, also Copper Pipe of different sizes and gauges. Send your inquiries to the Collingwood Shipbuilding Company, Ltd., Collingwood, Ont.

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MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, Laprairie (Montreal), Que.

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ADVERTISER WITH 20 YEARS' EXPERIENCE in hardware business and good live connection in Alberta and B.C. is desirous of engagement from Jan. 1st. Hardware, Box 2263, Calgary.

RETAIL HARDWARE SALESMAN WITH twelve years' experience in well-known Toronto hardware stores is open for engagement, in or near Toronto. Can take complete charge of store. Willing to start on moderate salary in order to prove ability. Box 52, Hardware and Metal.

WANTED — POSITION AS HARDWARE clerk or salesman, 20 years of age, four years' experience in retail hardware. Open for position. Best of references. Apply Box 211, Hardware and Metal.

ARTICLES WANTED

WANTED—SHOTGUNS, TEN AND TWELVE gauge. Give description, price, quantity. Thomas G. Scott, Dunnville, Ont.

OPPORTUNITIES ARE BEING OFFERED EVERY WEEK ON THIS PAGE. ARE YOU MAKING USE OF THEM

HARDWARE and METAL'S unique circulation as proven by the A B C Audit is due to 32 years of honest effort to give the retail trade the best possible service.

QUICK RESULTS

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

HARDWARE AND METAL

is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

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We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

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A Germantown of quality that gets big business
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Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

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All sizes of Clear Mica in stock for immediate shipment
Price List on Application
Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.



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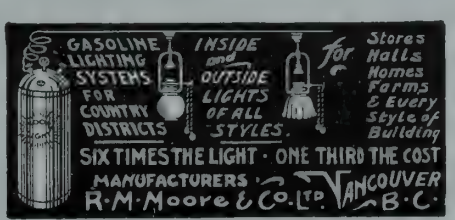
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RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

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All Kinds of
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CANADA DECALCOMANIA COMPANY, LTD.
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ALL STEEL — FIREPROOF
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12 SIZES
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is the best all-round Crusher Babbitt made.
Let us prove it. Once used, always used.
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Instantly Associated,
In the minds of those who measure,
Everywhere.

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WINDSOR, ONT.

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Trade Mark Registered



O.P.W. registers ring,
As salesmen punch
The cash they bring.
Each salesman learns
How fast he earns
On O.P.W's quick stock
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"Save the surface and you save all" Paint & Varnish

"Paints and Varnishes for Every Purpose"

For Holiday Trade

This is the time to look over your paint and varnish stock with a view to holiday painting. Not only is there the brightening up to do for expected guests, but many husbands and fathers, brothers and beaux are making little presents that must be finished with paint or varnish.

Home-made kitchen cabinets, cedar chests, bookcases and even floor lamps and cabinets are quite frequently made by the men folks for Christmas presents. Guide their thoughts in the direction of holiday painting.

Suggestion starts lots of sales and O.P.W. products close them.

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Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

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Get More Gift Business by Featuring Community Plate

Your customers have been educated to know the better value in Community Plate—to know that it is the supreme gift in silverware.

You can better previous sales totals, this Christmas, if you concentrate on these Community Gifts:—

Baby Spoon
Baby Fork
Sugar Shell
Butter Knife
Olive Spoon
Pickle Fork
2 Pc. Baby Set
Cold Meat Fork
Jelly Server
Cream Ladle
Preserve Spoon
Gravy Ladle
Butter and Sugar Set
Tomato Server
Berry Spoon
½ Doz. Teaspoons
H.H. Pie Server
H.H. Cheese Scoop
3 Pc. Child Set
Oyster Forks
Ice Cream Spoons
Orange Spoons
Cold Meat Fork and Berry Spoon Set
Ice Cream Forks
Oyster Ladle
Ind. Butter Spreaders
Ind. Salad Forks
Bouillon Spoons

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NIAGARA FALLS . ∴ ONTARIO

ALSO MAKERS OF ONEIDA COMMUNITY PAR PLATE

GYK

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

FILE COPY

Vol. XXXII No. 48 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA NOVEMBER 27, 1920



CATCH HER EYE—

and you'll get her money

It's an old maxim among retail business men that an article well displayed is half sold.

To catch and hold the eye of people passing, is undoubtedly a big step toward a sale. To see the goods attractively displayed on the counter or around the store while in the buying mood, encourages many sales without effort on the dealer's part.

And how easy it is to make an attractive window or store display, with the handsome window cards, hangers and display accessories that are offered free to the dealer who sells O-Cedar Polish and the O-Cedar Polish Mop.

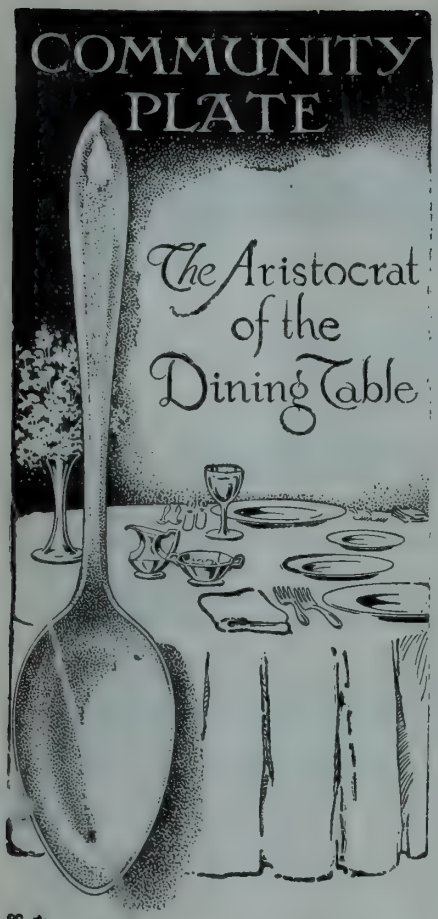
It takes but little time to dress your windows attractively with these displays. It invariably proves to be time well spent.

What can we send you in the way of Display Helps?



CHANNELL CHEMICAL CO., LIMITED
TORONTO

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SILVERWARE

—*the Gift for the Home*

¶ Encourage home gift-buying this year more than ever is the advice we feel sure is based on good, sound logic. It's the tendency all along the line in the hardware trade.

¶ Silverware makes delightful Christmas gifts; always acceptable and in good taste.

¶ Trim your windows and show cases with a good showing of

Community Plate
and
Rogers 1847

We carry the leading designs in these makes, including the Adam, Patrician, and Sheraton in Community Plate; Old Colony, Cromwell, Continental and Tipped designs in Rogers 1847.

Ask the "Rice Lewis" man

Rogers 1847

"Old Colony"
"Cromwell"
"Continental"
"Tipped"

Rice Lewis & Son, Ltd.

Victoria Street
TORONTO

If interested tear out this page and place with letters to be answered.



The Latest Achievement In The Great Line of

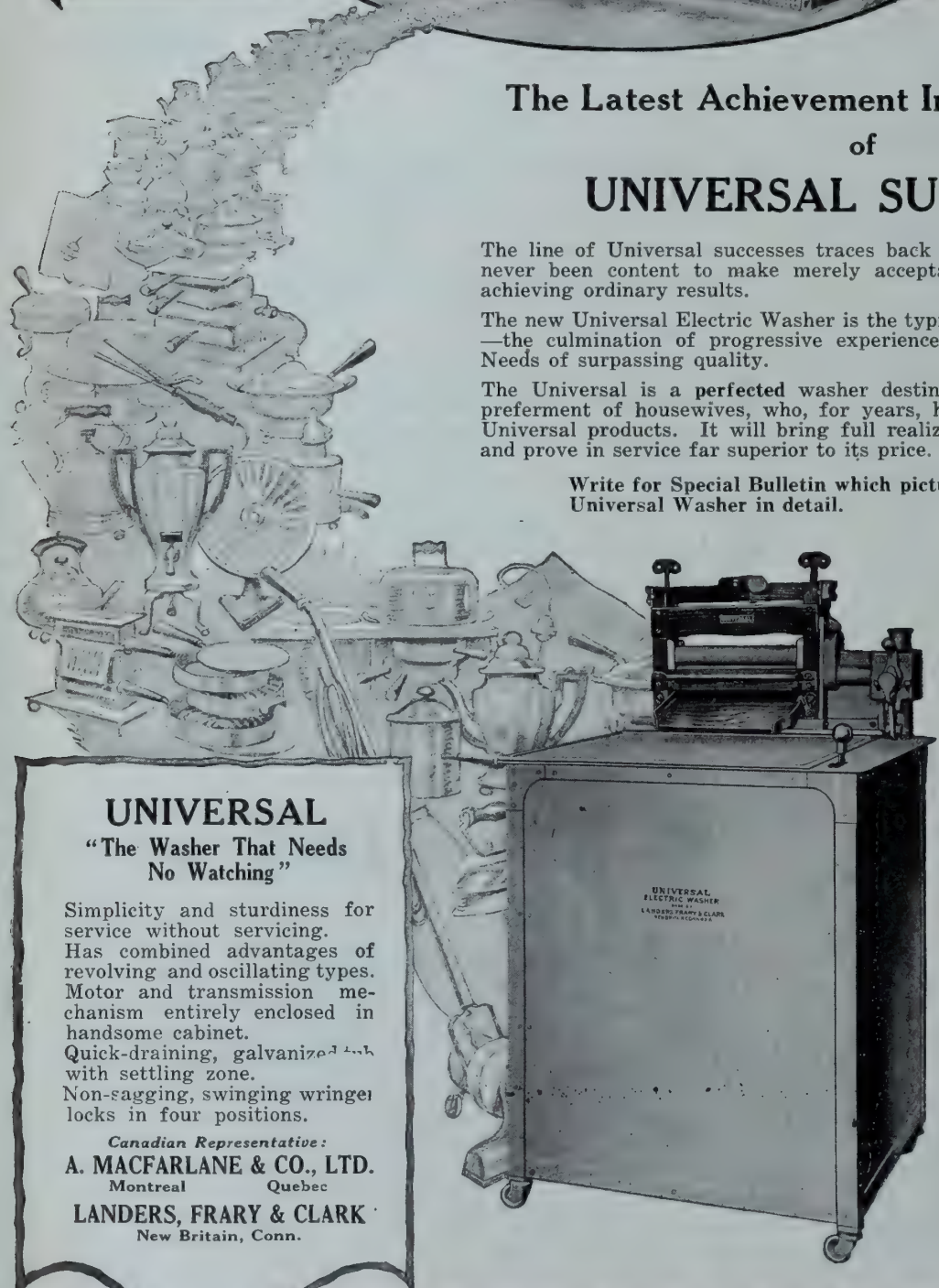
UNIVERSAL SUCCESSES

The line of Universal successes traces back to an organization which has never been content to make merely acceptable products nor to stop at achieving ordinary results.

The new Universal Electric Washer is the typification of advanced designing—the culmination of progressive experience in producing Electric Home Needs of surpassing quality.

The Universal is a **perfected** washer destined to win the confidence and preferment of housewives, who, for years, have had unwavering faith in Universal products. It will bring full realization of their exacting ideals and prove in service far superior to its price.

Write for Special Bulletin which pictures and describes the Universal Washer in detail.



UNIVERSAL

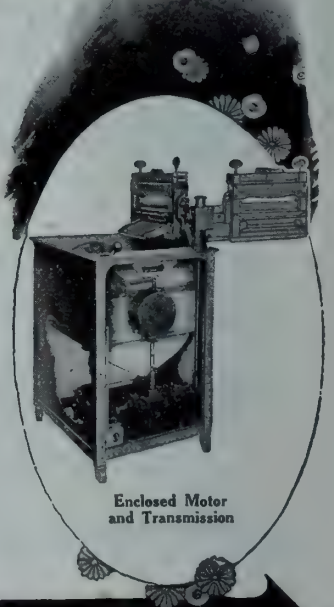
"The Washer That Needs No Watching"

Simplicity and sturdiness for service without servicing.
Has combined advantages of revolving and oscillating types.
Motor and transmission mechanism entirely enclosed in handsome cabinet.
Quick-draining, galvanized tub with settling zone.
Non-sagging, swinging wringer locks in four positions.

Canadian Representative:

A. MACFARLANE & CO., LTD.
Montreal Quebec

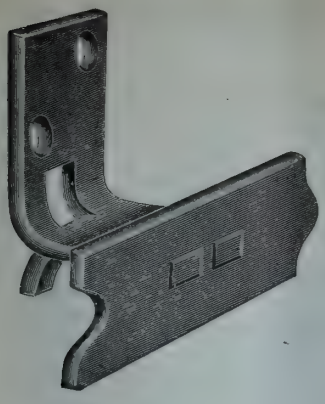
LANDERS, FRARY & CLARK
New Britain, Conn.



Enclosed Motor and Transmission

UNIVERSAL ELECTRIC WASHER

If interested tear out this page and place with letters to be answered.



"Canada"

Flexible Steel Door Hanger

The real test of a hanger is performance "on the job." The "Canada" runs smoothly and easily on anti-friction, steel-roller bearings. It uses the same track as our famous "National" Hanger.

The Braced Rail, shown above at the left, is 1¼ x 3-16 inches and is furnished in lengths of 4, 6, 8 and 10 feet; 8 lengths to the bundle.

The farmer was never more prosperous than to-day and probably was never more inclined to build and repair and generally to improve his buildings than now. 1920 will see a particularly active season in this way. The hardware merchant may expect unusual sales of builders' and garage hardware this year. It brings new customers and nothing holds them like Canada Steel Goods Co. products.



The "Canada" comes neatly and conveniently packed, one pair in a box complete with bolts. Be sure to include "Canada" in your order.

Drop Us a Line for a Catalog

Canada Steel Goods Co., Limited

Hamilton, Canada

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Square Trolley Hanger

With Round Running Bed

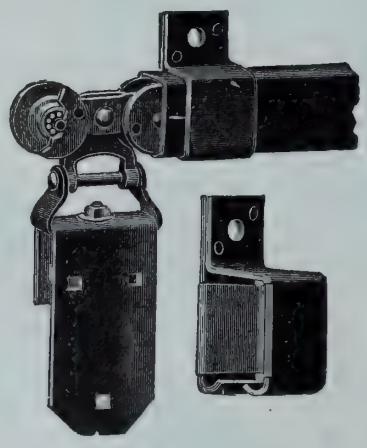


No. 1922 Single Track Square Trolley Hanger

An excellent seller, gives service to consumers that is reflected in new business for your store. The special features, the high-grade steel, roller bearings, pressed steel wheels and carriage protected from the weather, all interest your prospective customers and definitely close sales for you.



No. 1914 Hanger with 1915 Track and Brackets



No. 1915 Track is supplied in 4, 6, 8 and 10-foot lengths. Both of these excellent hangers run on the No. 1915 Track. This is the justly famous, square track that has the round running bed. Observe, in the cross-section shown, how this running bed is protected from ice, snow or other accumulations that might impede efficient running of the trolley. Ask for catalogue.

Slater & Barnard, Limited

HAMILTON, CANADA

Representatives:

N. J. Dinnen, Winnipeg, Man.
T. Mortimer & Co., Toronto
A. T. Chambers, Vancouver, B. C.
H. E. O. Bull, Montreal, Quebec.

Slater & Barnard Ltd SB *Hamilton, Ontario.*

QUALITY HARDWARE

If interested tear out this page and place with letters to be answered.

Plymouth Rope



After Cleaning, Manila Fiber Is Sun and Air Dried under the Cocoanut Trees

FOR best results, Manila fiber must likewise have proper care while drying. After the hemp is cleaned it is carefully spread over bamboo poles for sun and air drying. It is then loosely baled and carried to market for classification and sale.

In color, the fiber varies from a pure white with a brilliant lustre, to an ochre color in the intermediate grades, and brown in the lower grades. From its length and character Manila is known as "hard" fiber, whereas wool, cotton, flax, jute, etc., are generally termed "soft" fibers.

The fact that rope may be termed "Pure Manila" is no proof of its strength, durability or general value, for, of the many varying grades of Manila fiber produced, some are entirely unsuitable for rope-making. A rope may therefore be composed of all Manila fiber and yet be far from a satisfactory rope.

PLYMOUTH Rope is everywhere known as the highest quality obtainable, and will invariably far exceed in durability, breaking strength and general satisfactory service.

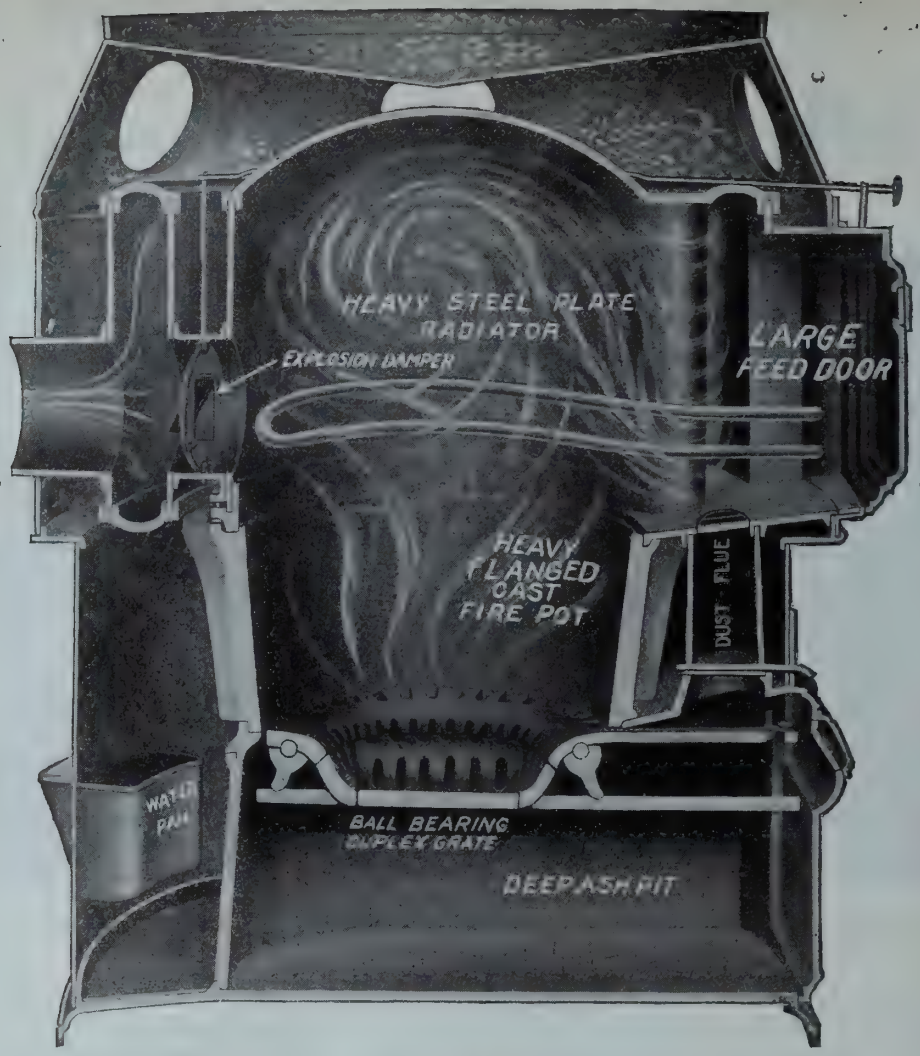
PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS

If interested tear out this page and place with letters to be answered.



THE NEW IDEA

WARM AIR FURNACE

Fully Guaranteed **Burns Coal or Wood**

This Furnace is made with a one-piece, heavy flanged cast Fire Pot, which is guaranteed for five years, and ball-bearing duplex Grate. Will give more heat, with less Coal, than any other make of Furnace. You will have no difficulty selling The New Idea, as it has been giving **more** than satisfactory service for seventy-five years.

If you are interested in handling this Furnace in your town, write us at once for our attractive agency proposition.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives:

MR. W. CHESTER
Hamilton St., Vancouver, B.C.

MR. F. C. MOORE
143½ Higgins Ave., Winnipeg, Man.

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WILT

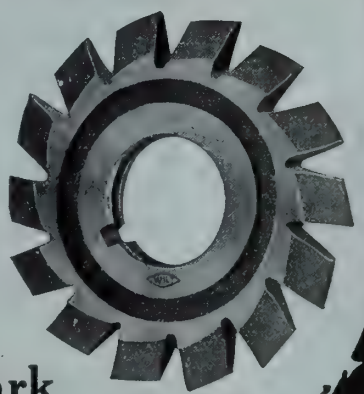
"Where there's a WILT—there's the Way"

High Speed and Carbon Twist Drills, Reamers and Milling Cutters

These, together with the WILT Special Reamer for Ford Cars, are a combination that boosts sales in every hardware store tool department.

All over the Dominion mechanical men know and appreciate the high character of WILT tools—their reliability, efficiency, accuracy and fast-cutting, production-increasing qualities.

WILT tools sell well for the hardwareman and make satisfied, permanent customers.



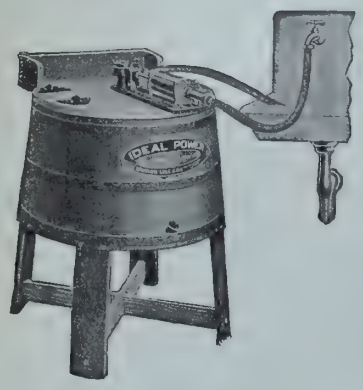
Trade WILT Mark



Wilt Twist Drill Company of Canada, Limited

WALKERVILLE - - - ONTARIO

A Quartet of Leaders

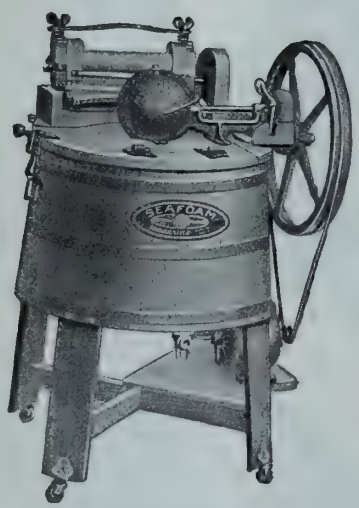


IDEAL
Water Power Washer. City water pressure does the work.

In which every desirable feature is embodied. 35 years' experience is built into every one of our large assortment — for hand-power; water-power; electric-power and engine-drive. A model to suit the requirements of every family and every purse. All of proved value.



PLAYTIME
Combination Hand-Power and Belt Drive Washer.



SEAFOAM
Combination Washing and Wringing Machine Electrically Driven.

Washing machines with an established reputation, having stood the test of time. Canadian-made in the largest washing machine and wringer factory in the British Empire — and saleable at reasonable prices — afford the dealer an opportunity of doing a large and satisfactory washing machine business.

Jobbers sell and recommend them because they know we make the best and stand behind our goods to the limit.

Manufacturers of Arrow Brand Clothes Wringers.



NEW CENTURY JUNIOR
Swinging-Tub Hand Power Washer.

DOWSWELL, LEES & CO., LIMITED
HAMILTON, CANADA

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.

STEEL & IRON PRODUCTS

Quality Service

OF EVERY DESCRIPTION

HAMILTON PIG IRON

Basic Malleable Foundry

STEEL AND IRON BARS

OPEN HEARTH STEEL SHEETS

RAILROAD TRACK MATERIAL

Angle Bars Track Bolts Tie Plates Tie Rods Spikes

SCREWS	WIRE	NAILS
Steel	Steel and Brass, Copper and	Wire
Brass	Bronze, Heavy and Fine,	Cut
Bronze	Bright, Annealed, Coppered,	Boat
Wood and	Galvanized, Tinned, Stranded,	Horseshoe
Machine	Steel and Copper Cable,	Shoe Nails
Screws	Barb, Woven Clothes Line	Tacks

POLE LINE HARDWARE

Pole Steps Cross Arm Braces Guy Clamps Guy Rods

WROUGHT PIPE	FORGINGS	LEAD PRODUCTS
Black Pipe	Car Axles	Lead Pipe
Galvanized Pipe	Shape and Drop Forgings	White Lead
Nipples	Carriage and Automobile	Shot
Couplings	Hardware	Putty

BLOOMS
BILLETS
PLOW BEAMS
ANGLES
CHANNELS

THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON MONTREAL

WIRE RODS
HORSE SHOES
FENCING
RIVETS
BURRS

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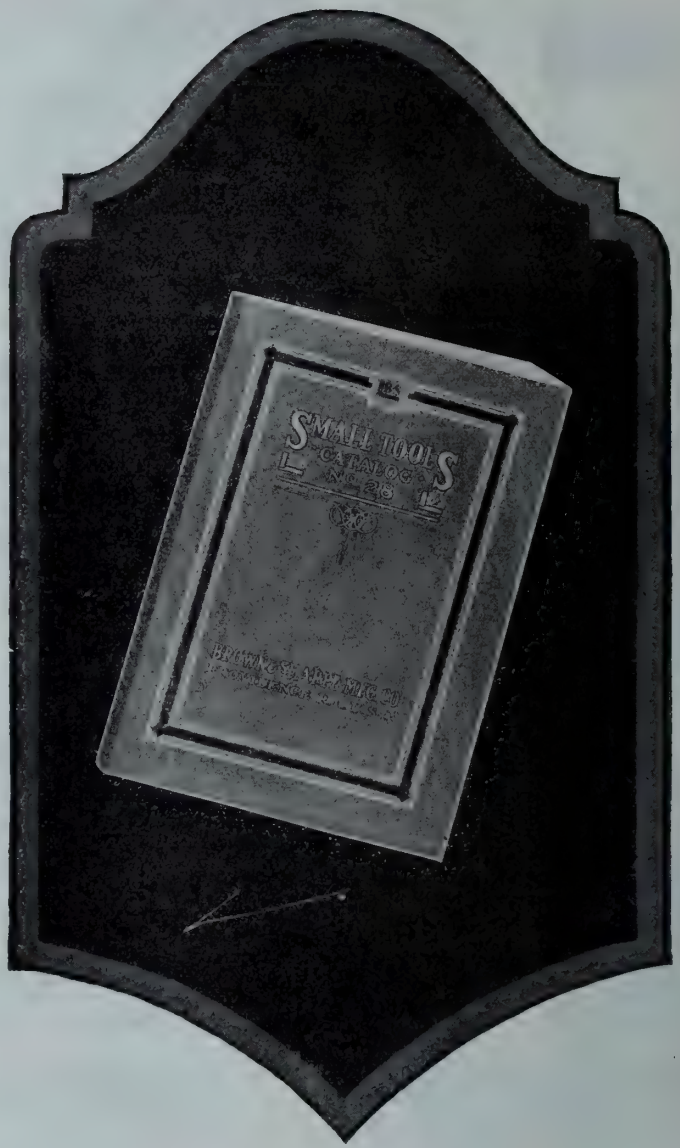
"For Three Generations the Choice of Skilled Mechanics"

Catalog Number 28

Here is a book which should be in a prominent, pick-me-up-and-look-me-over sort of place in your small tool department.

Every mechanic knows the name "Brown & Sharpe." Possibly he's purchasing only a couple of screws, yet the little missionary of the counter may pave the way to a profitable sale. Usually it does.

At least you should be prepared to give him a copy for his kit. He'll remember where he got it.



Brown & Sharpe Mfg. Co.
Providence, R. I., U. S. A.

WE PROTECT
THE DEALER

BROWN & SHARPE
B·S
TOOLS

If interested tear out this page and place with letters to be answered.



For bigger holiday profits

NINETY per cent. of Christmas gift sales are on articles which retail from $1.00 to $5.00.

Eveready Flashlights come within this margin and their popular price is backed by universal demand all the year round.

Renewal sales give another strong reason for pushing this line. Every Eveready sale says "call again" not only for renewal flashlight batteries but for many other articles which a satisfied Eveready Customer will purchase in your store.

It's a wise dealer who stocks with Eveready for the Holidays and holds this market the year through.

CANADIAN NATIONAL CARBON COMPANY
LIMITED
Hillcrest Park, Toronto

If interested tear out this page and place with letters to be answered.



If interested tear out this page and place with letters to be answered.

Good Plans—Good Tools—*Good Work*

ALL three are essential parts of a satisfactory job. We emphasize "Good Tools" because they are our share—and yours. When a tool-fan comes into your store, watch his eye light up when you show him your line of Millers Falls Tools. Be he an amateur or seasoned workman, he recognizes evidences of good workmanship in Millers Falls Tools—carefully cut gears, well-polished wood and metal, the right balance of the whole tool.

Our series of advertisements in the *Saturday Evening Post*—two of them are reproduced here—are bringing home to craftsmen the *human* things about their drills and braces; their responsiveness; the way they help to gratify the instinctive desire to make things.

Emotion—the human interest in anything—is the real stimulus to action. It is stimulating Millers Falls sales—*your* sales, if you stock and display Millers Falls Tools.

MILLERS FALLS COMPANY
Millers Falls, Massachusetts

Makers of Millers Falls and Universal Hack Saw Blades

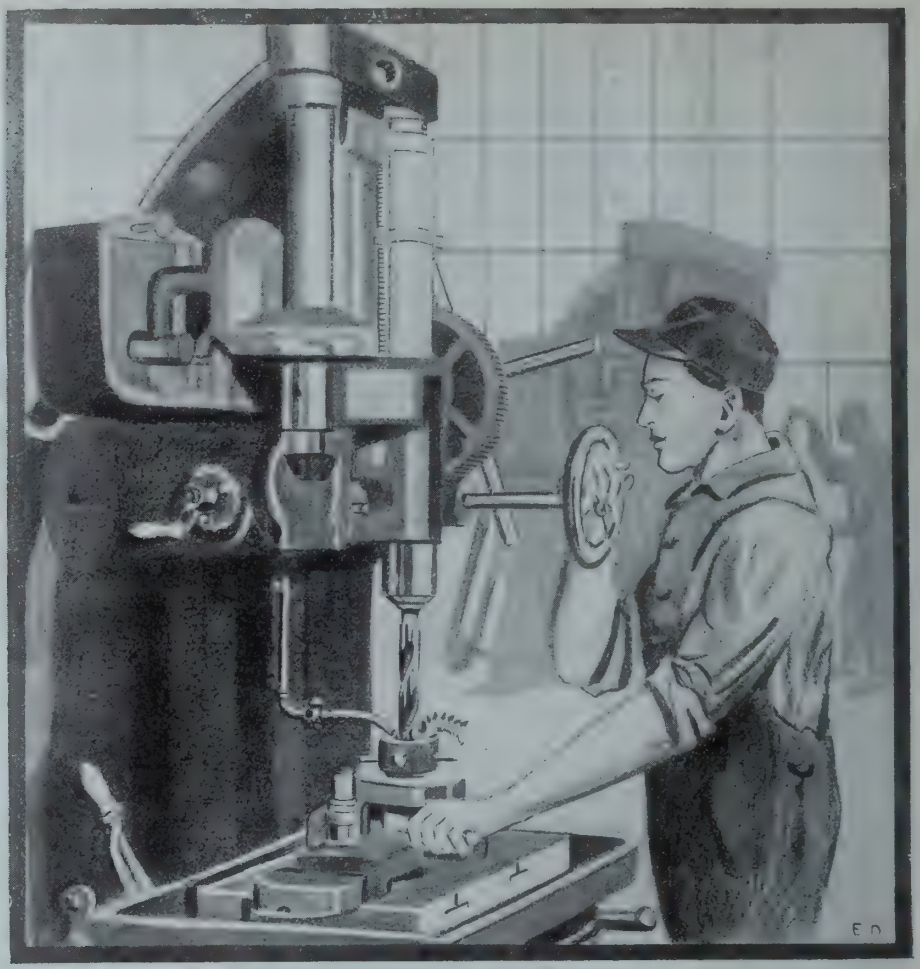
Canadian Agents:
ADCOCK & BREWER LTD.
222 St. James St., Montreal, Que.



MILLERS FALLS TOOLS

If interested tear out this page and place with letters to be answered.

In the Shop—Right on the Spot—Machinists in close touch with Conditions—Prefer and Recommend to the Purchasing Agent—





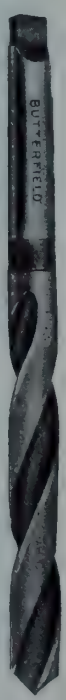
Butterfield Tools

Agreeable experience with Butterfield Tools makes them preferred by machinists. Because Butterfield's have been familiar in the shops for about forty years, they are the natural choice of machinists before the hardware counter. The same line of reasoning makes the purchasing agent choose them for the large purchases of the plant.

Butterfield & Co., Division
Union Twist Drill Co.

Rock Island **Quebec**

FOREIGN REPRESENTATIVES: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R. A.; South Africa, H. Parker Wood, Cape Town, Durban, Johannesburg.



BUTTERFIELD

If interested tear out this page and place with letters to be answered.

"FROM THE TREE TO THE TRADE"



HULL IN 1851

Story for Week Dated November 27, 1920 Being No. 33 in the Series

When the Wood Pulp Becomes E. B. Eddy Company Paper

MOST wonderful perhaps of all the processes by which The E. B. Eddy Company transform trees into paper is the stage at which the thin, watery wood-pulp emerges from the "stuff-chest" through a strainer, and comes to a long narrow box the width of the paper making machine with all its great array of rollers.

From this narrow box the pulp flows steadily on to a wire screen belt woven of fine meshes of copper wire with as many as sixty or seventy meshes to the inch. This mesh belt is sometimes as long as seventy-five feet, and in width is about 150 inches or more. It travels steadily over a set of rollers and just where the pulp arrives upon it the belt has a little shaking motion from side to side. This motion is for a very important purpose. It has the effect of making the tiny fibres in the wood pulp interlock like the fingers of your right and left hand. This cleverly devised interlocking gives the tensile strength of the paper.

Through the meshes of the moving screen the water drains off the pulp, and the pulp becomes more like a thick, moist sheet. At the end of the belt farthest from the stuff chest there are vacuum boxes over which the belt has to pass. These suck still more of the water out of the pulp. Now the sheet of pulpy paper is ready to leave the wire screen belt on which it has been travelling quite rapidly as it loses its moisture. It passes through the couch rolls, one of which is felt covered, and over another woollen felt it travels into the firm, smooth grasp of the press rolls. This squeezes out the moisture most thoroughly for there are a great many rollers to pass through. Towards the end of its progress through the rollers the paper comes to a set of steam heated rolls which dry it till it is firm and crackly, just like everyday paper, but it has still to proceed through the smooth, heavy pressure calender rolls, from which it emerges real finished paper, smooth, strong and beautiful of surface, to be rolled up and packed for shipment.





A Shipment of E. B. Eddy Company "Eddystone" Newsprint

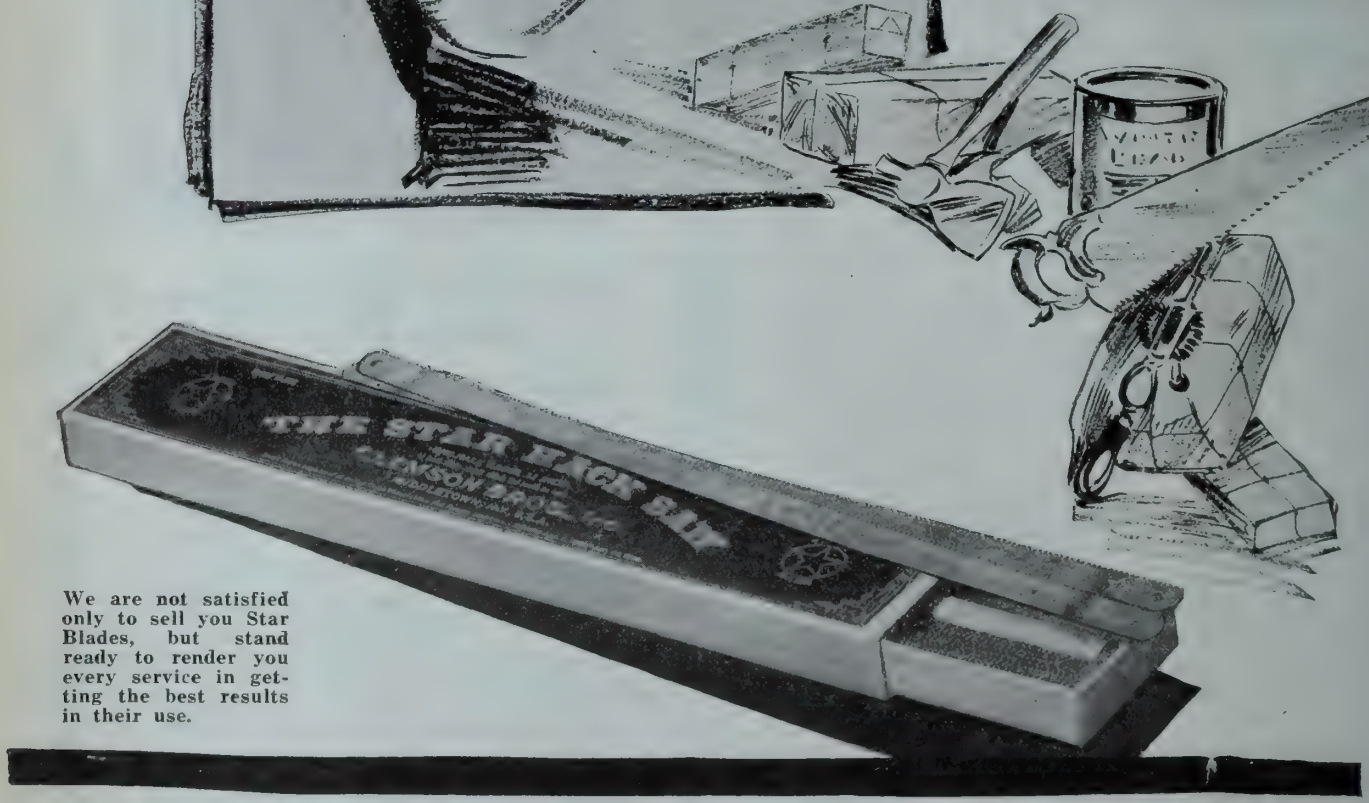
HERE is a shipment of E. B. Eddy Company newsprint loaded on an auto-truck ready for transfer to the printing presses which devour it by the mile. Every particle of paper in these great reels has been wood-pulp poured out like water, washed, strained, rolled, dried, and calendered. And still farther back in their history, every one of these great reels of paper has been part of a tree felled in the forest, floated down river channels and rapids, sawn, ground and pulped by the Eddy Company processes of which you have read.

If interested tear out this page and place with letters to be answered.

"What Else-



Many a big bill of goods has been sold through satisfying your buyer's wants for some article that is small to you, but important to him.



We are not satisfied only to sell you Star Blades, but stand ready to render you every service in getting the best results in their use.

STAR HACK

Besides Star Hack Saws?"

When your customer comes in, you are faced with the vital question of whether you will sell him a standard article which requires little selling, does your store credit, and is the strongest possible repeater, or whether you will spend a lot of effort in putting over some unknown article of doubtful satisfaction. Few merchants to-day hesitate in choosing the standard goods of known value which give the greatest turnover. Satisfy him that you handle only standard, well-known goods, and it is often surprising how liberally he buys from you for all his many requirements.

In hack saws the standard goods have been "Star" Blades since 1883 as all the trade knows. Star Saws are the only hack saws made. It is a dominating position that has been earned by 37 years of making hack saws so superior in faster cutting and greater toughness that no other can stand comparison.

Now we have taken over the selling of our own goods so that we can deliver a service to Star users and the trade that is just as superior as the goods themselves. Our factory in Middletown, N.Y., which has made Star Saws since the beginning, will now be the headquarters of our Sales and Service Departments, which will give you a more complete and effective service than ever before. We have more representatives in the field and they are at your service to help you build up the largest possible sale of Star Saws with the factories and individual users.

Our large national advertising will be larger than ever the coming year, making Star Saws more than ever the largest selling blade and the most profitable for you to handle.

We are not satisfied only to sell you Star Blades, but stand ready to render you every service in getting the best results in their use.

In ordering through jobbers, be sure to specify "Star" and insist on getting what you order. All inquiries or direct orders sent to this office will have every attention.

CLEMSON BROS. INC.

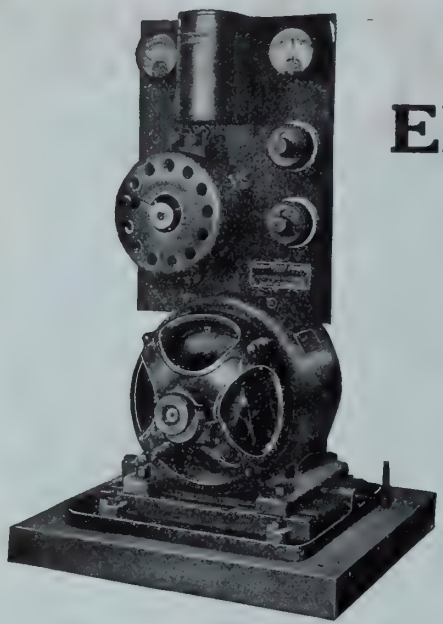
MIDDLETOWN, N.Y.

Canadian Office & Warehouse : 304 Imperial Office Bldg., Hamilton, Ont.



SAW BLADES

Northern Electric
POWER and LIGHT

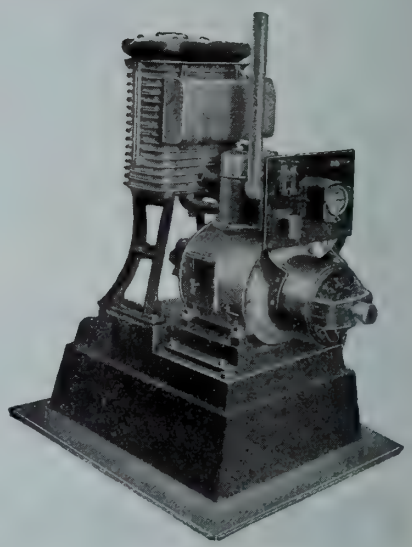


Belt-Connected Plant—operates from any good engine

A Complete Line of
Electric Farm Plants
And Accessories

Belt-Connected Plants
Direct-Connected Plants
Water Systems
Portable Motors
Farm Accessories
Wires and Supplies

This line will make you the Electrical Headquarters of your District.



Direct-Connected Utility Plant ¾ K.W.—32 Volt

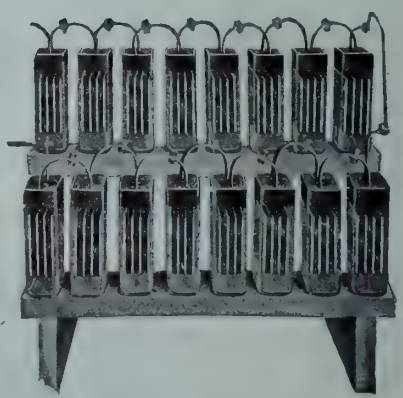


Automatic Water System, showing Tank, Pump and Motor. Capacities 100 to 1,400 gals. per hour.

¶With the plant you can usually sell a Water System, while limitless follow-up sales possibilities are yours with Utility Motors, Electric Churns, Vacuum Cleaners, Washing Machines, Dishwashers, Irons, Toasters, Percolators, Wiring Devices of all kinds, Fixtures, etc.

Write Our Nearest House Now

Be the Farm Electrifier of Your District



Titan Storage Battery, 16 cells supplied with each plant. 120 or 216 Ampere Hours.

Northern Electric Company
LIMITED

MONTREAL OTTAWA LONDON WINNIPEG EDMONTON VANCOUVER
HALIFAX TORONTO QUEBEC REGINA CALGARY

If interested tear out this page and place with letters to be answered.

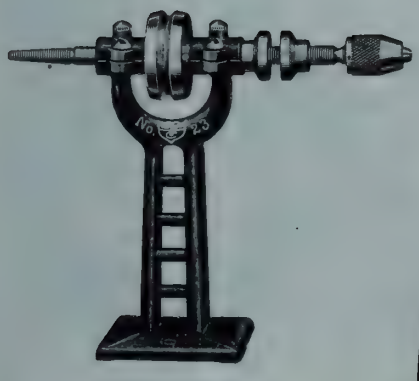
GOODELL-PRATT

1500 GOOD TOOLS

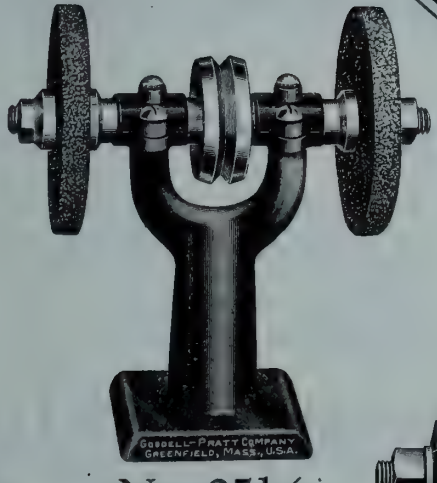
Polishing and Grinding Heads

17 Styles

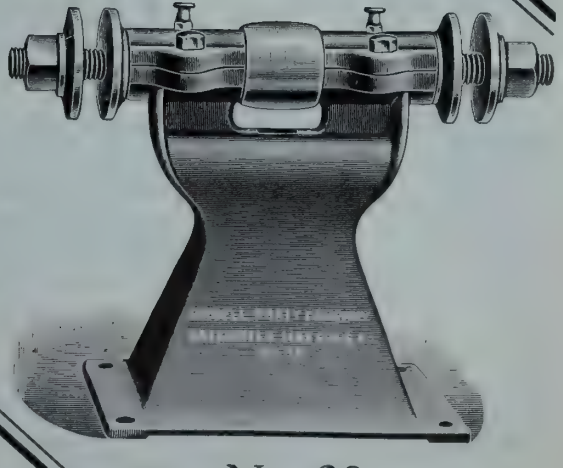
Light but Strong Iron Bases—Lathe Turned Spindles and Collars—Reamed and Counterbored Spindle Holes—Adjustable Boxes — Round and Flat Belt Drive---Extra Fine Finish.



No. 23



No. 25½



No. 38

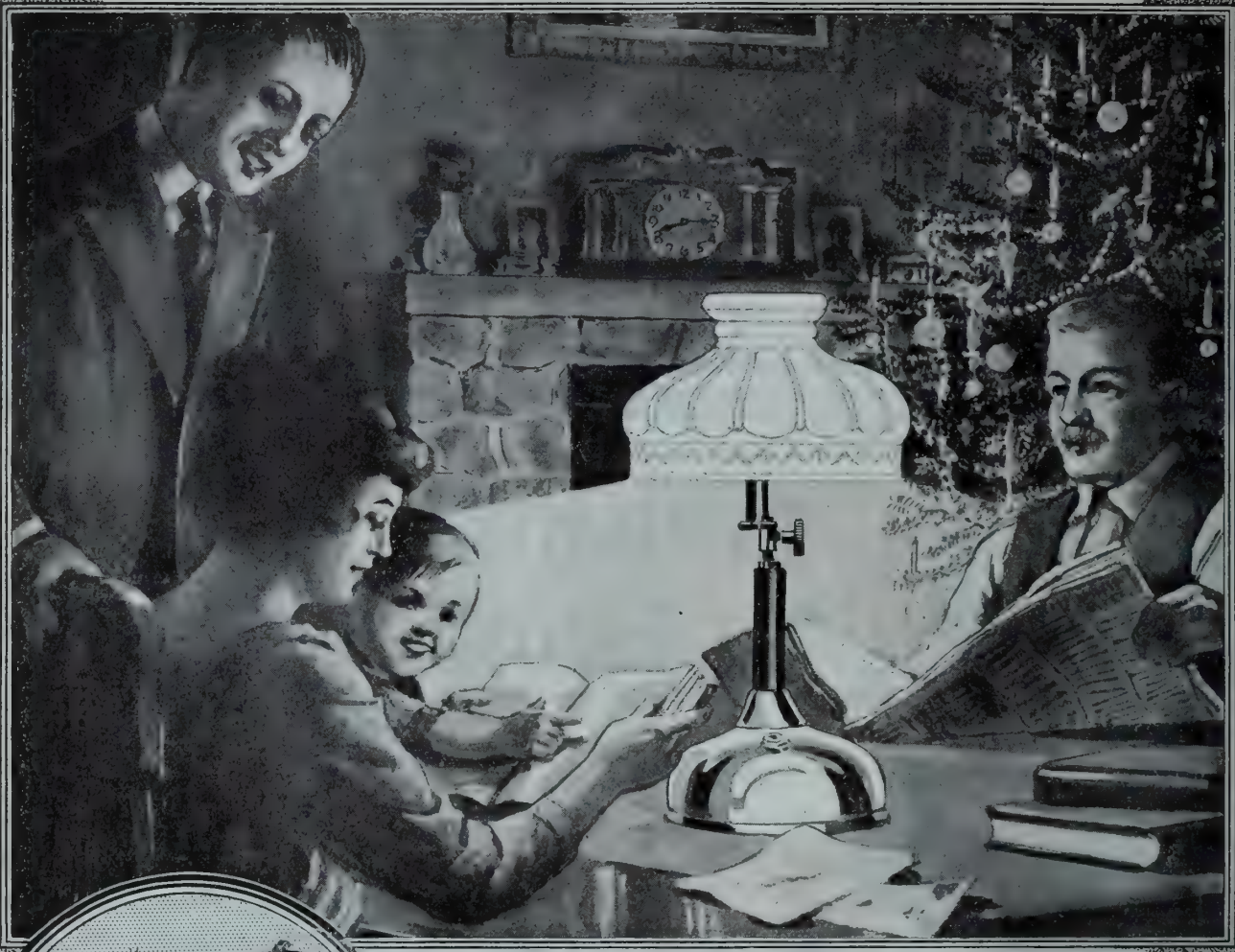
The light weight, strength and serviceability of these tools make them unusually economical to the user and profitable to the dealer.

Goodell-Pratt Company

Toolsmiths

Greenfield, Massachusetts, U. S. A.

If interested tear out this page and place with letters to be answered.



Style CQ 329
Price $13.50

Just the Thing for Christmas!

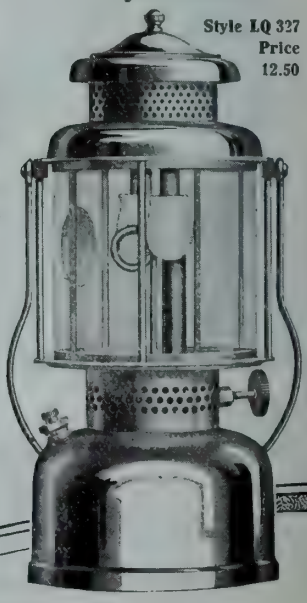
COLEMAN Quick-Lites make the finest kind of Christmas gifts. They benefit the whole family. They brighten the home. They make it happier—at Holiday time and all the rest of the year. They are the most practical, most sensible and handsomest gift you can offer your trade.



"The Sunshine of the Night"

Coleman Quick-Lite Lamps and Lanterns

Style LQ 327
Price
12.50



Easy to sell. Just light them (with common matches) on your counters and in your window displays. Their brilliant white, yet soft and restful light of 300 candle power is absolutely the best Christmas Salesman you can put to work in your store this season. Dominion-wide advertising in the best general and farm publications will tell your customers about *better light* and the advantages and economy of Quick-Lite Lamps and Lanterns.

Ask your Jobber for Coleman Quick-Lite Lamps and Lanterns. Send your Christmas order today. Write us for your Quick-Lite Window Cards, Advertising Circulars and other helps.

The Coleman Lamp Co. Ltd.

Queen Street East and Davies Avenue
Toronto, Canada

If interested tear out this page and place with letters to be answered.



How Much Would Your *Prospect List* Inventory?

A list of your present or prospective customers may be worth $4.00 or $400.00. It depends on how well and how often it is used.

If you make up such a list, and put it away to gather dust, it will be worthless.

If you keep it alive, being constantly in contact in one way or another with each name on it, it will be priceless.

It will be worth more to you than your location, your variety of stock, and your selling ability.

In thinking of the trade area around you, use the prospect list in one or all of the following ways:

1. *Sending a salesman to call.*
2. *Sending letters or circulars by mail.*
3. *Advertising*
4. *Telephoning.*

Keep up a systematic campaign. Use the above methods, following one with the other at well-timed intervals and you will get results particularly with the GTD line of threading tools and the follow-up material we can supply you.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO
Successors to
WELLS BROS. CO. OF CANADA, LIMITED

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

Send for our No. 40 catalog (pocket size) and other information about GTD tools. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.

GTD
Corp. of Canada, Limited, Galt, Ontario

Send latest No. 40 catalog and put my name on your mailing list to receive information about your threading tools whenever issued.

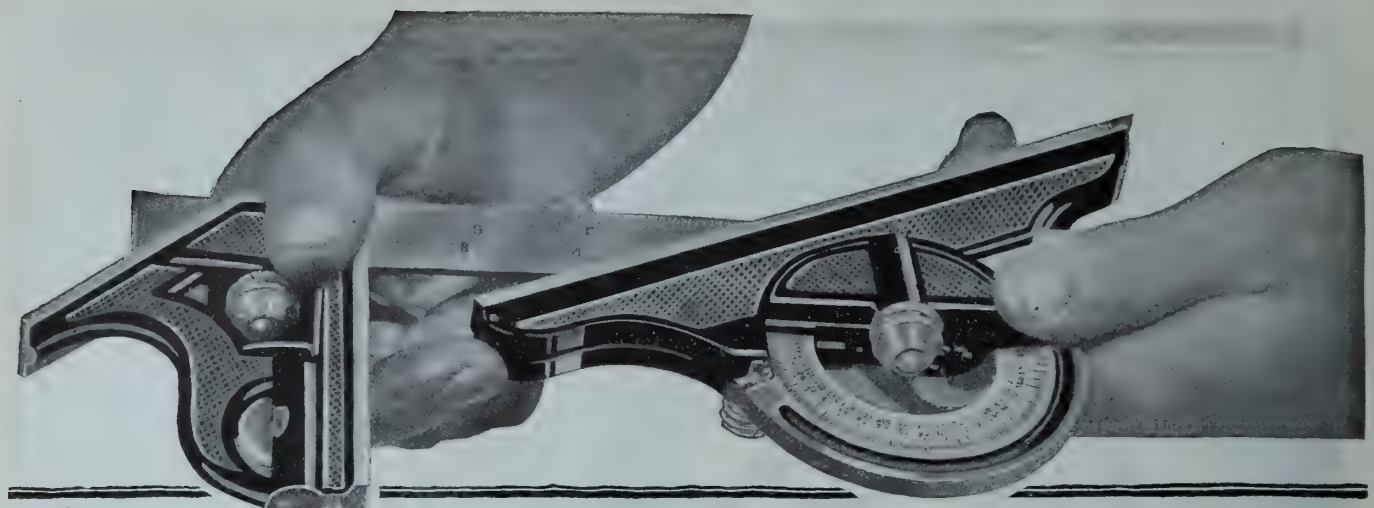
Name of person _____

Firm _____

Address _____

H &M 224

If interested tear out this page and place with letters to be answered.



Sell Starrett Tools

Usefulness simply sticks out all over Starrett Combination Squares.

They sell—because they fit in on almost every job in the shop. Rule, square, miter, depth gage, height gage, level—all these combined in one compact, handy tool.

No need to "paint a picture and put your man in it". Just let a machinist handle the Starrett Square. He'll paint his own picture and add the little details that only a mechanic would think of.



Their "working points" are the best talking points of Starrett Tools.

The machinist who buys Starrett Tools always comes back for more. He forgets your sales talk, but every hour of the working day he's reminded of the sterling quality of Starrett Tools. There's forty years of fine tool-making behind them.

More about selling Starrett Tools in "The Tools Mechanics Buy". Write for free copies for your sales force.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

2-121

Starrett Hack Saws

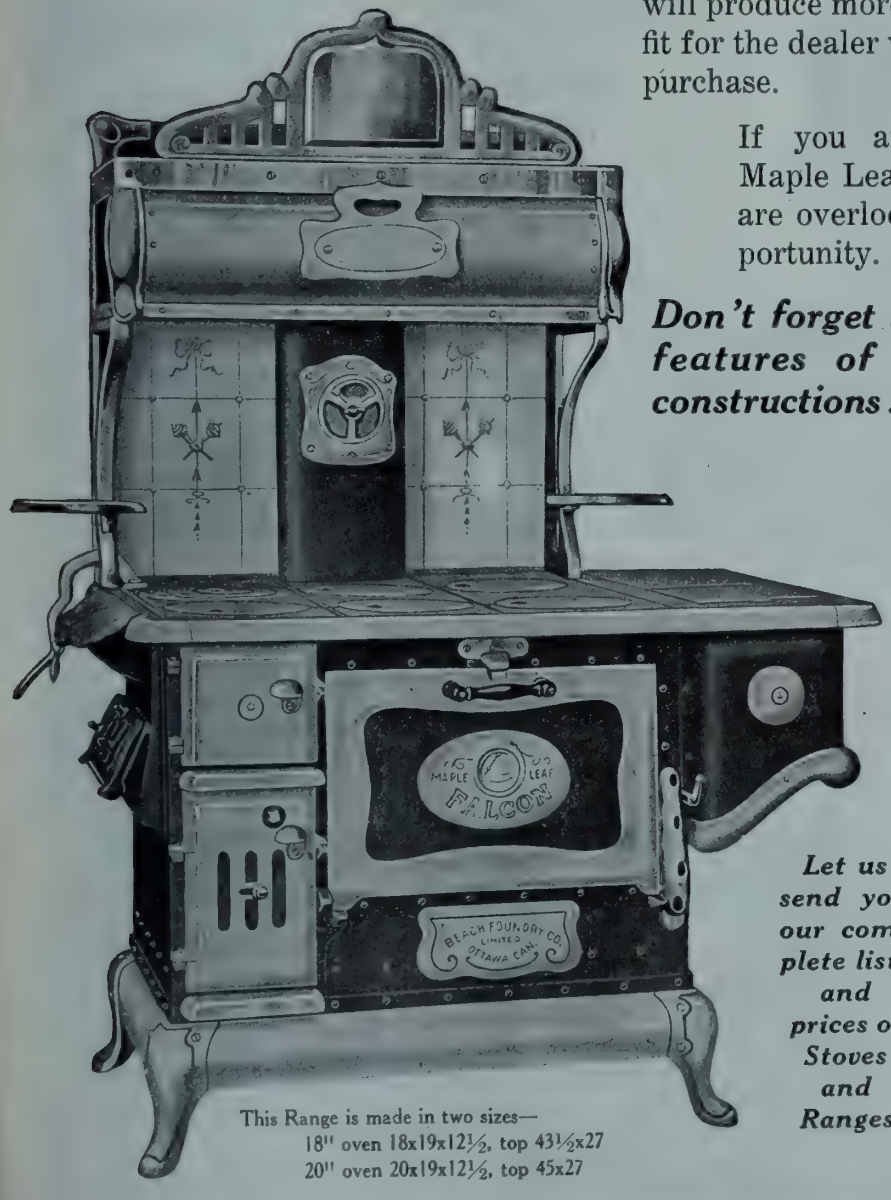
If interested tear out this page and place with letters to be answered.

A Hint for Your Christmas Trade

THIS is the age of sensible gifts.

By suggesting to your customers as a Christmas purchase a new Maple Leaf Falcon Range you will be keeping the Christmas spirit alive during the whole year. For the household which possesses one of these new Falcon Ranges is a home of joy and happiness every day and all seasons. And the satisfaction that the Falcon will bring will produce more trade and profit for the dealer who suggests its purchase.

If you are not selling Maple Leaf Falcons—you are overlooking a live opportunity.



This Range is made in two sizes—
18" oven 18x19x12½, top 43½x27
20" oven 20x19x12½, top 45x27

Let us send you our complete lists and prices of Stoves and Ranges

Don't forget these important features of the FALCON constructions:

A. Note height to which front key plate may be raised, allowing scuttle of coal to be emptied freely without use of shovel or poker.

B. Heavy sectional perpendicular fireback. All other linings also heavy and almost perpendicular.

C. Large combination draft and poker door opening.

D. Duplex grates that may be removed through grate opening for replacing with wood grate (note letter N) or for any other purpose, without disturbing the firebox linings. Also note improved cog gudgeons.

E. Very large ashpan.

F. Drop closet door.

G. Combination check draft with key to close off flue and opening for air intake.

H. Improved sliding direct draft damper, giving full control of heat units to oven or chimney flue.

I. Key plate top. Covers and short centres heavily ribbed. Sectional reducing cover.

K. Improved attachment for spring oven door balance. Door held down by spring when open and held tight in place by spring when closed.

L. Rubberoid oven door handle—always cool.

M. All nickel parts plain, high finish, easily kept clean.

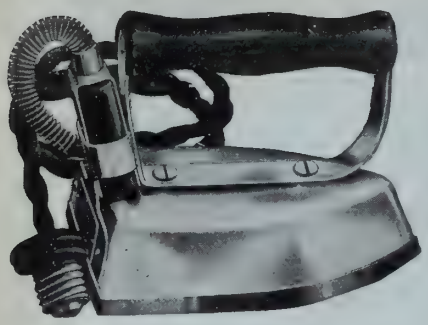
N. Special wood grate replaces duplex grates for burning wood only.

Beach Foundry Limited

OTTAWA, CANADA Branches in Winnipeg and Vancouver

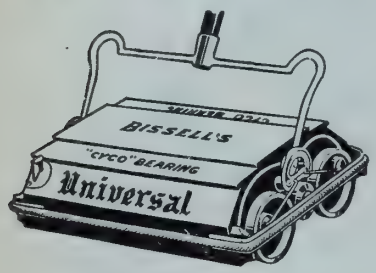
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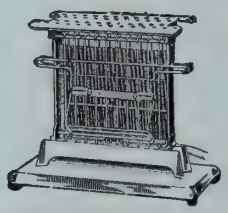
If interested tear out this page and place with letters to be answered.



Advocate the Useful Gift Idea

Gifts That Give All-Year Service Will Bring The Sales This Year







Serviceable gifts will be exchanged this year and the dealer who has extensive stocks in good and early will reap the benefits.

We have complete stocks of salable lines and you are assured of our closest co-operation in the matter of carefully filled orders, first-class packing and prompt deliveries.

If you want your customers to do their Christmas Shopping early you must have your stock in early.



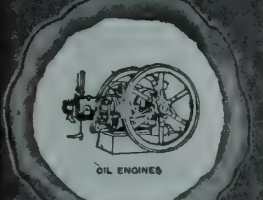
Caverhill, Learmont & Company

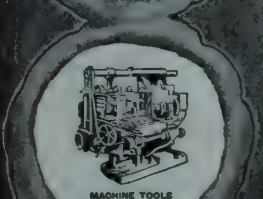
Montreal

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FAIRBANKS-MORSE









Production Plus Quality

THE craftsman of a generation ago is the skilled operative of today. Intensive wants, competition, invention have begotten intensive methods. Everything has changed—everything except the demand for quality. And today quality must unite with economy if the result is to be successful.

Today Canada demands increased production. More goods, an ever-increasing supply—and quality must be maintained with the increase of quantity. The old craftsman often took years to perform the task that the skilled mechanic now accomplishes in a day.

Machinery has done this and today The Canadian Fairbanks-Morse Co. Limited are making it possible for the artisan to do the work of the master-craftsman at lightning speed. For quality of product, quality of tools is necessary. The workman does the job, but the machine assures mechanical precision—all those details which insure a product satisfactory in its last analysis.

That is why Fairbanks-Morse machine tools should always be specified. There is behind each lathe, grinder, shaper, planer, and so on down to the smallest tool, the dominating spirit of The Canadian Fairbanks-Morse institution, the never-relaxing effort to give 100% quality of produce and service.

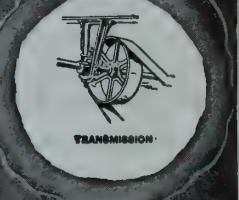
The Canadian Fairbanks-Morse Co. Limited

Canada's Departmental House for Mechanical Goods

Halifax St. John Quebec Montreal Ottawa Toronto
Hamilton St. Catharines Windsor Winnipeg Saskatoon
Regina Calgary Vancouver Victoria

7





If interested tear out this page and place with letters to be answered.

The average dealer usually carries various types of Cordage, each possibly efficient in its own limited sphere; why isn't it good business to concentrate on the sale of

AERO CORD

which gives superior efficiency for all purposes, thereby reducing stock and eliminating much unnecessary detail work and which will result in a larger percentage of profit.

AERO CORD will give equal satisfaction indoors or out.

If your Jobber cannot supply you write us.

THE AERO MFG. CO., Limited

Factory: LENNOXVILLE, QUE. SHERBROOKE, QUE.

Western Agents:
THE H. L. PERRY CO., LIMITED
Winnipeg, Man.



Two lines you can get on short notice.

STOVE PIPES

All sizes, grades, gauges

Famous Daisy

ASH SIFTER



"DAISY" ASH SIFTER

This sifter has been extensively advertised to your customers. It sells at a popular price, yet does the work as efficiently as the most expensive sifter on the market.

Immediate delivery is assured. Ask your jobber.

We have a good stock of Tin Plates, Galvanized Iron, Black Iron, Canada Plates

For Immediate Delivery

SOREN BROS., LTD.

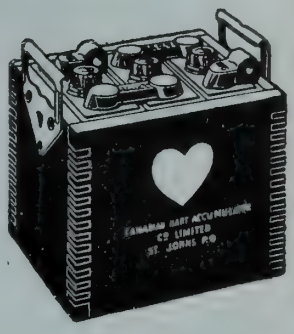
138-166 Van Horne Street, - TORONTO

If interested tear out this page and place with letters to be answered.

There's a Big Demand for a "Cold Weather" Battery

HART BATTERIES

Cold weather means extra work for your battery. Cold motors are not easily started and short days make extra lighting necessary —both putting severe drain on the battery. This quickly brings batteries into poor condition where they need repairs. Hart Batteries are particularly suited to the extremes of Canadian weather. They are real trade-builders for the live dealer who pushes these batteries because they sell easily; they satisfy the customer, and afford good profits. Write us for terms.



Battery Repair and Service Department

We maintain a repair department in charge of battery experts, where work will be done at moderate cost, allowing a margin of profit for you. Prepay your batteries to us. Estimates will be furnished before work is undertaken, if requested.

Samuel Trees & Co., Ltd., 42 Wellington St. E., Toronto

Manufacturers, Jobbers and Wholesalers of Automobile Accessories

Established 1862



THE SECRET

of the success of

PxH and IMPERIAL FILES

is told in one line.

"They cut faster and wear longer."

Be File-Wise.

Ingersoll File Company, Limited.

John Morrow Screw and Nut Co., Limited,

Sole Distributors,

INGERSOLL, ONTARIO.

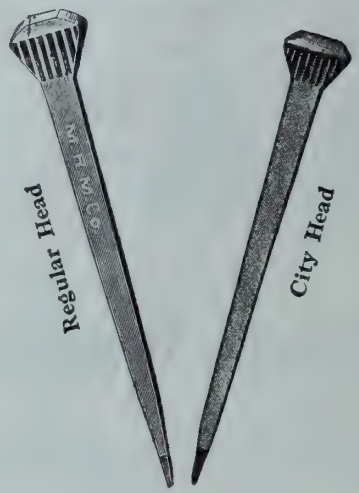
P X H

IMPERIAL

INGERSOLL

PRICE LIST
"M.R.M." BRAND
HORSE SHOE NAILS

Number	Lengths	Price per box (25 pounds)
3	1⅝ in.	$20.00
4	1¾ in.	10.00
5	1 15/16 in.	5.25
6	2⅛ in.	5.00
7	2 5/16 in.	4.75
8	2½ in.	4.75
9	2 11/16 in.	4.50
10	2⅞ in.	4.50
11	3 1/16 in.	4.50
12	3¼ in.	4.50



Blacksmiths are now demanding "**M.R.M.**" Horse Nails. They are made from the best material obtainable. They drive well and hold after they are driven.

Liberal discounts allowed off above list prices to Merchants handling "**M.R.M.**" Nails.

The Montreal Rolling Mills Co.
MONTREAL, CANADA

NOVELTY TOYS—For Children

Strongly made, heavy tin Army Tank with clock-work motor. British Navy Monitor, travels on wheels with clock-work motor, side winding.
We have several other good lines in Enamelled and Lithographed Toys—Tops, Drums, Banks, Cups and Plates, Tea-sets, etc.
Ask us also about our other products.

The Thos. Davidson Mfg. Co. Limited

Head Office, MONTREAL
Branches: Toronto, Winnipeg

Steel Foundry Division
Lachine Canal, Turcot



DAVIDSON

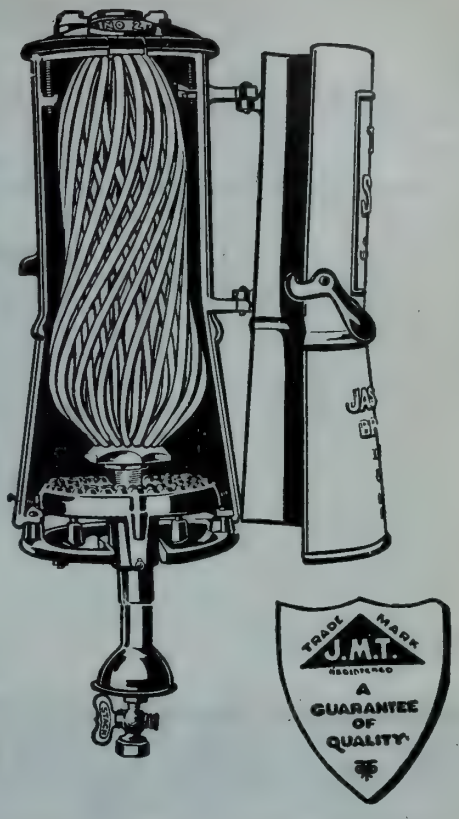
The Stack Gas Water Heater Will Heat Water in

60 Seconds

The Stack Gas Water Heater will heat water in one minute, and with less gas. These are the strong points which make easy selling for the Stack Heater.

Show your prospects how the water passes into the numerous small pipes exposed to the hot gas flame. The Stack Gas Water Heater will heat water quicker, due to the network of small pipes, which naturally heats water quicker than one large pipe.

Send for Stack Heater Display Card.



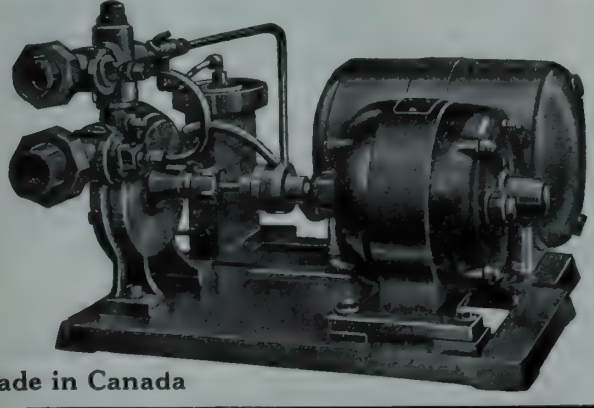
The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, Toronto, Ontario

The *Westco* Tankless Water System Meets a Real Need of Rural Districts



An inspection of this compact system and the low initial outlay and cost of maintenance and operation will very quickly convince the farmer, rural or suburban resident that no other water system but the Westco Tankless System will do.

In selling this water system the dealer's duty is simply to explain how it operates, why it is easier to operate and maintain, and to elaborate a little on the comfort and conveniences of running water for kitchen, barns, bathroom and inside toilet for houses in country districts.



Made in Canada

The Westco Tankless Water System is a good line to introduce, because the need of such a system is very urgent. Sales will be rapid; your profits will mount up very quickly.

Its main selling points include:—

(a) Low cost to install, maintain and operate.
(b) Entirely automatic; turn tap and pump starts at once; close tap, pump ceases.
(c) Has no tank, no valves, no gears, no belt, no springs, no oil or grease cups, and is self-lubricating.
(d) Uses less power than Electric Iron while supplying water to a number of faucets.
(e) Pumps 300 to 500 gallons per hour.
(f) Needs no storage tanks; pumps water direct from well to faucets.

There are many other features too numerous to mention here. You cannot afford to ignore this business opportunity. Write at once for particulars, and obtain the selling rights in your territory if it is still open.

Westco Pumps, Limited
707 Yonge St., Toronto, Ont.

If interested tear out this page and place with letters to be answered.

"Alloyed under the world-famed Stanley Process"

The BABBITT METAL
you will eventually use



Guaranteed for Quality and Uniformity

Made in Canada

BRITISH SMELTING & REFINING Co. Limited.
Drummond Building Montreal.

VOL-PEEK



A Profitable Seller

It's good business to sell **Vol-Peek.** 70% profit. No expense. Simply place our attractive display stand on your counter. It sells the goods on sight. Every housewife needs **Vol-Peek.** Guaranteed to mend Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., **at one-half cent per mend.** Easily applied by hand. Hardens quickly.

Order your display stand to-day. Contains 24 packages for $3.50. Sells at 25c per package.

Advertised all over Canada

Your jobber has them.

H. NAGLE & COMPANY

Owning and Operating Vol-Peek Mfg.Co.
Box 2024. Montreal, Canada

LET US INTEREST YOU

IN SOME OF THE MANY AND VARIED APPLICATIONS OF

ALUMINIUM

OUR ILLUSTRATED BOOKLET, "ALUMINIUM APPLICATIONS," WILL BE MAILED TO YOU ON REQUEST.

THE BRITISH ALUMINIUM COMPANY, LIMITED

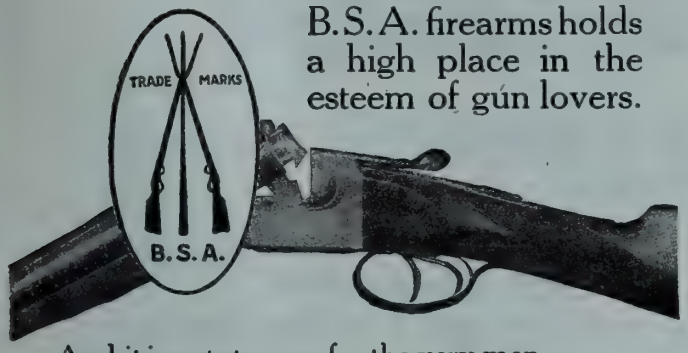
263-267 Adelaide Street W., Toronto

Eastern Agents: Spielman Agencies, Montreal

B·S·A

BRITISH MADE

The dealer who sells B.S.A. firearms holds a high place in the esteem of gun lovers.



And it is not strange, for the very men who made B. S. A. arms are themselves gun lovers of the highest order. Before them is one dominating ideal: The production of better guns.

The World's Finest Shot-Gun

The famous B. S. A. double barreled shot gun is typical of the entire B. S. A. line. Balanced with a nicety that gives "quick action," positively safe to use, mechanically constructed to give a smooth, even trigger-pull, they are easily superior to guns of far greater price. Placing a B. S. A. gun in your window invariably draws the passing out-of-door man to delighted inspection, for he, too, is quick to recognize in the B. S. A. gun all of the little details that mark the thoroughbred.

B. S. A. GUNS, Ltd., Birmingham, England

Sole Distributors for Canada

FRASER COMPANY

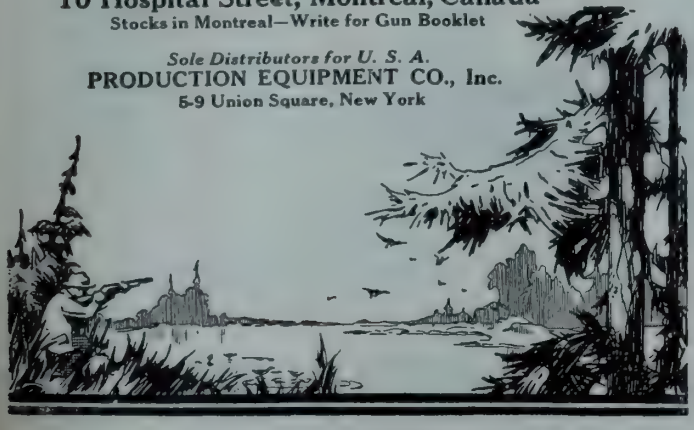
10 Hospital Street, Montreal, Canada

Stocks in Montreal—Write for Gun Booklet

Sole Distributors for U. S. A.

PRODUCTION EQUIPMENT CO., Inc.

5-9 Union Square, New York



What Our Brands Bring to You

Fifty years of consumer acceptance as the standard in files is what our brands bring to you.

Stock them in moderate quantities, and replenish as needed from your jobber. We carry big reserves.

Any one of the following five brands brings you large and steady profits without sales effort:

Kearney & Foot
Great Western
American
Arcade
Globe

FILES

Made in Canada by

Nicholson File Company

Port Hope - Ontario

If interested tear out this page and place with letters to be answered.

Make this a Gillette Christmas !

This Christmas, the selection of gifts will be influenced by several factors—as for instance:



(a) Useful gifts will be favoured—especially labour-saving devices.

(b) People will want something that will not be sold off cheap a few days after Christmas.

(c) The price must be reasonable and the best possible value for the service rendered.

(d) Buyers will be influenced by dominant advertising.

We have realized that this is going to be the biggest Gillette selling season ever, and have planned to use a liberal advertising investment to bring in every possible sale for Gillette Safety Razors.

YOU can get the fullest possible share of the business created in your locality, providing you keep CONSTANTLY before people who pass by or stop at your store the fact that YOU sell Gillette Safety Razors.

The dealer who drives this point home hardest, gets the business. It is not a day too soon to start!

Enlist the aid of your assistants. Point out to them how the $5 sales mount up, and how they bring future business for blades. Dress your windows with Gillette goods and new display material.

And place your order at once for the additional sets needed to meet the demand created by your efforts and ours combined.

MADE IN CANADA

TRADE Gillette MARK

KNOWN THE WORLD OVER

The Gillette Safety Razor Co. of Canada, Limited, Montreal

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXII. TORONTO, NOVEMBER 27, 1920 No. 48

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ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager.

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ATTENTION!
POCKET KNIVES
MADE IN
CANADA

HOME OF THE

cCc



cCc

CANADA CUTLERY COMPANY, LIMITED
KINGSTON, ONTARIO

First catalogue, No. 1, now ready for distribution. Fill in coupon and allow us to send you a copy. Samples and any further information may be had by applying to—

SALES OFFICE

ADCOCK & BREWER LIMITED

222 ST. JAMES STREET, MONTREAL, QUEBEC

ADCOCK & BREWER, LIMITED
222 St. James St.
MONTREAL, QUE.

Kindly send us by return mail copy of pocket knife catalogue No. 1 of the

CANADA CUTLERY COMPANY, LIMITED

Name _____

Firm _____

Address _____

_____

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, NOVEMBER 27, 1920 No. 48

Prepare Final Tax Recommendations

Ontario Retail Hardware Ass'n. Joins R. M. A. in Protest re Taxes —Representative Body to Lay Objections Before Government and Suggest Tax on Source of Importation or Manufacture—Premier Meighen Hears Western Objections—Ask for Change Before Christmas Rush Begins.

FOLLOWING the passing of resolutions by retail merchants' organizations throughout the country the Dominion Board of the R. M. A. at Ottawa is now preparing the formal protest and outlining the recommendations to be made as a result of a thorough consideration of the whole question. Hardware and Metal has been advised by E. M. Trowern, Dominion Secretary, that a digest of these recommendations will not be given until they have been presented to the Government.

It is quite likely, however, that the recommendations will follow along the line taken by the various sections of the R.M.A. on past occasions. In this connection it is interesting to note the reasons for protest and the suggestions offered by the Saskatchewan branch of the R. M. A., which went before Premier Meighen on his recent trip through the West. In this connection F. E. Raymond, secretary of this branch, states to Hardware and Metal: "A number of the prominent merchants of Saskatoon, accompanied by myself, waited upon the Honorable Arthur Meighen immediately upon his arrival in Saskatoon and placed before him our point of view regarding the luxury tax. We dealt with the question in general and reiterated the stand of the association that the tax should be collected at the source of importation or manufacture and we also pointed out at length the difficulties which the stamp method of collecting imposed upon the retailer.

Something Can be Done Regarding Stamp Collection

"The Premier stated that he thought there would be considerable difficulty in having the tax collected in the way the association suggested but he felt that something could be done regarding the collection by stamps. This matter had been placed before him in practically every meeting in the West, and after each he stated that he had wired Sir Henry Drayton the objections expressed by the deputation."

Mr. Raymond continued by explaining the reason for objections to the present taxation: "I think I may say without exaggeration that while the people in the West are fully convinced that some form of heavy taxation is necessary at the present time, the luxury tax is thoroughly unpopular both with the retailer and the consumer. Our Dominion policy with regard to the luxury tax is that it should be collected at the source of importation or manufacture in order that it might be absorbed as all other excise imposts are absorbed. This policy has been adopted by every province in Canada, and while there are a number of retailers who are beginning to favor the replacement of the luxury tax with a general tax on turnover, the former is the policy which our Dominion association intends to recommend when they meet the special committee of the Government before whom they are to reopen the whole question of the luxury tax in the near future.

Objections to Use of Stamps

"The feature of the luxury tax which is at the present time most objectionable to the retailers in the West is the new method of collecting by means of revenue stamps. The West is unanimous in its condemnation. This new method means that it will be much more difficult to correct errors in the calculation of the tax by clerks. It also means that in the larger stores additional help will have to be hired to look after the stamp department alone. As a result merchants will not only have to finanace the Government in advance by having to stock sufficient stamps for the purpose, but they will, in some cases, have to pay what is virtually the salary of a civil servant to see that the tax is properly handled in their stores."

Ontario R. M. A. Passes Resolution

At the conclusion of the tax discussion at the convention of the Ontario branch of the R. M. A., as reported in last week's issue of Hardware and Metal, a resolution was passed on the motion of E. Mack, Toronto, and Morley Howell, Hamilton, as follows: "That it is the opinion of this convention that the luxury tax is an absolutely unfair system of taxation, and that we ask to have the same removed and that we heartily endorse the recommendation of the Dominion Board." This recommendation has already been outlined.

Resolution Re Returned Goods

At the recent convention of the Manitoba branch of the R. M. A. a resolution concerning tax on returned goods was as follows: "Whereas the Inland Revenue Department ruling No. 3B, dated Sept. 8, 1920, is asking retail merchants to wait for refunds until the end of each quarterly accounting period, when voucher would then be passed, be it resolved that we strongly urge the Government to change this ruling so as to permit merchants to make refunds to customers at the time of the return of exchange of the goods."

Maritime Merchants Before Tariff Board

Similar action to that outlined is extending to the Maritime Provinces.

ONTARIO RETAIL HARDWARE ASSOCIATION JOINS R. M. A. PROTEST

Secretary W. F. Macpherson, of the Ontario Retail Hardware Association, is entering a protest on behalf of the association with Sir Henry Drayton in regard to the present tax regulations. Mr. Macpherson advises Hardware and Metal that he is in touch with the secretary of the Retail Merchants' Association, and if arrangements can be made to have a representative appear with the R.M.A. delegation protest will be made in person by the O. R. H. A.

While in St. John the tariff commission received a delegation of Maritime merchants whose objections were much along the lines indicated. Urgent representations were made that some change be made before the Christmas rush gets fully under way. Two suggestions were put forward: first a tax on the merchants' turnover; or second, a manufacturers' tax to be included in the price to the dealer. It was pointed out that this tax could be collected at considerably less expense by the Government and with no trouble to the merchant. While a hidden tax might defeat the end intended—that of encouraging economy—it would be paid without question, if figured into the original cost. It was stated that there are many sales lost and time wasted in explaining the reason for adding the 10 or 20 per cent. Experience of hardware men had been that though an article might be 25 or 50 per cent. higher in price than when the customer formerly purchased it there was no objection raised, but when mention was made of 10 per cent. tax many were inclined to lose interest in the purchase.

Rigidly Enforce Anti-Glare Law

Motorists in Ontario Will Not Get 1921 Licenses Unless Cars Are Equipped With Approved Headlight Device—Decision Reserved on Question of Lights on Horse-Drawn Vehicles.

IN answer to those who have been wondering when the recently authorized regulation regarding headlights on motor vehicles in Ontario is to be enforced, Hardware and Metal has been informed by officials of the Highways Department that its enforcement will come simultaneously with the issuance of motor licenses for the year 1921. Before any owner of a motor vehicle can secure a 1921 license in Ontario he will be obliged to answer on the application form whether or not his vehicle is equipped with an approved non-glaring headlight device, and if so he must give the name of the device he is using.

By this method the Motor Vehicles Department will have a record of every car owner in the province who has equipped his car for glare elimination. Since a great deal of publicity has been given to non-glare lenses by the Highway Department this year it is thought to be unlikely that many motorists will overlook the necessity of having such a device when applying for next year's license.

How the Act Reads

The Act with amendments now reads as follows:

"It shall be unlawful to carry on a motor vehicle any lighting device of over four candle power, equipped with a reflector, unless the same shall be so designed, deflected or arranged that no portion of the parallel beam of reflected light, when measured seventy-five feet or more ahead of the lamp shall rise above forty-two inches from the level surface on which the vehicle stands."

Dealing with devices for glare elimination, a further section says: "Any device for the elimination of glare, approved by the Minister of Public Works and Highways, when in proper adjustment and having a lamp of candle power not in excess of that authorized by the minister for such device, shall be held to be in conformity with the next preceding subsection."

A list of the approved devices has already been published in Hardware and Metal and any additions from time to time will be mentioned.

Home-Made Devices

The question has been asked as to whether home-made devices will be acceptable. It is pointed out that the motor car owner will be compelled to swear to the statement that the device on the headlights of his car complies with the law. As the question of focus is a delicate one and there is much danger of such a device failing to comply with requirements, due to vibration and other causes after installation, it is considered that few motorists will attempt such a plan, particularly as the cost of headlight lenses is not excessive.

Lights on Horse-Drawn Vehicles

The Board of Commerce of Chatham, Ont., points out that the new headlights required will increase the danger to slow moving vehicles such as buggies and wagons, and that therefore such vehicles should have lights of some kind as well.

The Ontario Motor League and representatives of various transport companies have been making representations to the Board of Control on both sides of the question of having lights on horse-drawn vehicles. The Ontario Safety League is supporting the movement. Decision is reserved pending a compromise between the various parties.

The Xmas present seeker gets bewildered—show how you help such shoppers by an entry in HARDWARE AND METAL XMAS WINDOW CONTEST.

Improve Ontario Highways With Increased Revenue from Higher License Fees

AN increase in the license fee for automobiles in Ontario has been made and the additional revenue is to be used for improving roadways. A big road program is promised next year, as the Highways Department will have about $750,000 more to work on. The revenue this year from auto licenses amounted to over two million dollars.

The greater part of the auto-owning public will be affected most by the first change, which increases the fee on passenger cars of not more than 25 horsepower, with not more than four cylinders, from $10 to $13; car of the same horsepower with six cylinders, $15, eight to twelve cylinders, $20; cars of from 25 to 35 horsepower, with four cylinders, $15, which is the same as before; 25 to 35 horsepower, with six cylinders, $20; eight to twelve cylinders, $25; cars with from 35 to 50 horsepower, four cylinders, $20; six cylinders, $30; eight to twelve cylinders, $35; over 50 horsepower, four cylinders, $30; six cylinders, $35; eight to twelve cylinders, $40.

On the smallest truck the new fee is $13 instead of $10. On trucks over two tons and not above eight, the new fee is $6 per ton instead of $5. On electric passenger cars the new fee is $15 instead of $10. Passenger busses are hereafter classed as commercial cars, and will pay on tonnage and horsepower, each passenger space being rated at 150 pounds.

Another feature is the introduction of a license fee for "trailers." On a small trailer the fee is $2; on a trailer over one ton, and not more than two tons' capacity, $5, and on trailers over two tons $3 a ton.

The fees for a dealer and manufacturer in commercial cars are increased slightly, while the fee for license to deal in passenger cars remains the same. There is also a fee required when passenger cars are converted into commercial cars. The owner must pay the difference between the passenger license cost and the commercial car cost. The fee for transfer of license has been increased from $1 to $2. The cost of transit marker is increased from 25 to 50 cents.

This is the first time the number of cylinders in auto engines has been considered in making of license fees.

Practice makes perfect—HARDWARE AND METAL XMAS WINDOW CONTEST is a good way to keep your hand in.

Need More Unanimity Among Trade Sections

Ontario Section of the Retail Merchants' Association of Canada Meet in Convention in Toronto and Discuss Matters of Vital Interest to the Trade—President Refers to Present Depression in Business and the Necessity of the Merchant Not Being Caught Napping.

TORONTO, Nov. 18.—The nineteenth annual convention of the Ontario section of the Retail Merchants' Association of Canada opened on Wednesday afternoon in the Association Assembly rooms in the World building here. B. W. Ziemann, Preston, Ont., president of the Ontario section, presided. Over one hundred members from all over the province were in attendance.

President's Remarks

In his address to the convention, the president drew attention to the precarious state of trade, and the necessity of the merchant not being caught napping. He stated that the business man is passing through a strenuous time and some merchants are experiencing difficulties. "Prices are not coming down as much as the public believe," he continued. "The newspaper publicity about falling prices has given the people the wrong impression. The result is that the consumer is taking the position of waiting for falling prices. The retailer cannot give orders to the wholesalers. The wholesaler cannot give orders to the manufacturer, and the factories are laying off workmen, resulting in stagnation in business. Business would have gone along a great deal better than it has if the newspapers had not spread such false propaganda that the bottom was falling out of everything. Things are coming down, but not as fast as newspapers stated. Prices are not due for as sharp declines as the merchant expects, and many lines will not be replaced as cheap as at present. The idea prevalent in the minds of many that the retailer is responsible for high prices is a wrong one. The reason that the retailer is blamed is because he is in direct contact with the consumer, and has to hand on the prices set." Mr. Ziemann, in speaking on the subject of the luxury tax, declared that the tax should be collected at the point of manufacture or importation, and not by the present method.

The City's Welcome

In the absence of Mayor Church, the delegates to the convention were welcomed by Controller Alfred Maguire, who stated that the retail merchants were passing through a critical period, but all they needed was to stand together and they would get what was right and fair. With good leadership and organization, they would find that their views would be respected.

J. A. Banfield Speaks

"Our policy must be constructive," remarked J. A. Banfield of Winnipeg, Dominion president, in his address. "We are a factor to be dealt with, and the government and the wholesale people realize it. We are closer in touch with the people than any class in the commercial world. You must get away from the small, narrow idea that you are a corner grocer or a small crossroads merchant. You are as great a power as the greatest manufacturer in this country. Judge Robson, late chairman of the Board of Commerce, told me that this association was the strongest in Canada if the members only banded together." Mr. Banfield said that if, instead of passing the budget in two weeks and giving out snap judgments, the Union Government had given the retail merchants proper consideration for the expression of their opinions, there would not be this iniquitous burden of a luxury sales tax.

Mr. Banfield pointed out the necessity of a unanimity of opinion between the different sections of the association. "Sir Henry Drayton told me," he added, "that he would not entertain sectional views, and not to bring just a dozen men to express the views of the separate trade sections. There are fifty sections in the Retail Merchants' Association and every section must be well represented when we present our protests to Sir Henry Drayton."

Secretary's Report

The report of W. C. Miller, secretary of the Ontario branch, showed an increase in membership of 215. The membership of the association was now 3,410. He referred to the increasing cost of organization. Dealing with the legislation of the Ontario government, Mr. Miller said that the efforts of the officers of the association had met with considerable success. They had succeeded in eliminating an amendment to the Workmen's Compensation Act which would bring retail merchants under the act, an amendment to the Wages Act to raise the garnishee to $50, and the substitution of a clause satisfactory to the association. He reported that valuable information had been gathered by officers who were preparing to fight the claim of the Bell Telephone Company for increased rates. Mr. Miller's report was adopted.

D. W. Clark, treasurer, reported the affairs of the association to be in a healthy state. Receipts amounted to $16,974.13, and disbursements to $16,252.52, leaving a balance of $721.61.

Your talent for selecting and displaying suitable Xmas goods will be shown in your entry for HARDWARE AND METAL XMAS WINDOW CONTEST.

Resolutions Passed

A number of resolutions were passed by the Ontario Retail Merchants at the opening of the second day's session. Some of them that will be presented to the legislature at its next assembly were referred to a special committee. Resolutions passed are as follows:

That the Retail Merchants' Association, Ontario section, place themselves on record as being strongly in favor of the legislation secured by the Dominion Board to prohibit the false advertising of goods, and that members of this section be requested to forward to the secretary of the Ontario Provincial Board all advertisements or catalogues in which they find goods misrepresented, and that they be requested to take action thereon.

That this convention desire to place upon record as being opposed to the system adopted by some manufacturers of giving special prices to some dealers who make it a practice to advertise certain lines of goods at lower prices than the said goods can be purchased by the ordinary retail trade, and whereas the legitimate retail trade are collectively the largest buyers, and as such they contribute most towards the profit of manufacturers, that we ask that such a system be discontinued, or otherwise ask the manufacturers to adopt the price contract or re-selling plan, whereby these price-cutters cannot use staple lines for the purpose of deceiving the public.

That, in the opinion of this convention, it is not fair to the telephone subscribers who are retail merchants that the telephone company should charge an extra fee in order to publish the telephone directory. Every subscriber should be

treated alike. As it is at present, if a customer wanted to look up those merchants who are engaged in any line of trade with a view to giving him an order, they would only have the advertisers to choose from, as the Telephone Co., by their extra charge, have barred out those who believe that the telephone company should not discriminate in the manner in which they do.

That the members of the association endorse the credit reporting department, and that the members take all the advantage they can of it.

That the convention oppose any attempt to make the application of the Workmen's Compensation Act apply to the retail trade.

That vigorous action should be taken against those who violate the Trading Stamp Act, or the False Advertising Act, or any act of a similar nature that has been secured by our association, and that such prosecutions should be undertaken by the Dominion Board under the direction of special committees appointed by the executive of the Provincial Board, and that the Dominion government have an official appointed to prosecute those persons who falsely advertise any article, similar to the inspector who is appointed to prosecute those persons who violate the gold and silver marking act.

That the Ontario Provincial Board apply to the government for an amendment to the Division Court Act, whereby small debts can be collected at a very much lower rate than it now costs to collect the same.

That we, retail merchants in convention, consider that it is not fair practice for wholesalers to sell their goods to the retail trade, and at the same time solicit trade from those who are, or should be, our customers, and who do not carry stocks of goods. We urge that this subject be taken up at a joint meeting of the wholesalers and retailers, with a view to having the same discontinued.

That active steps be taken at once to carry on the work of the community development so as to induce the public to spend their money in their home town, and that the coming executive be requested to give it their immediate attention.

That the officers and members of the Ontario Provincial Board ascertain as to the amount of injury that is being done to the cities, towns and villages, through mail order business by circulating petitions for the signature of retail merchants, to show that they are in sympathy with this inquiry.

That this association approve of a daylight savings measure, and that it be urged that the same be made Dominion-wide in its operation.

That where the officers and members of the Ontario Provincial Board desire to have the rate of 25 per cent., which is placed on the value of land and premises of all retail merchants, so as to ascertain the amount of business tax they now pay, reduced to 10 per cent. of the assessed value, instead of 25 per cent., be approved of by this meeting, and that we agree to assist the executive officers of the Ontario Provincial Board to secure the same.

That inasmuch as a resolution was unanimously passed at the last meeting of the Dominion Board, held in the city of Vancouver, B. C., deeming it advisable to raise a special welfare and organization fund of $100,000 from retail merchants throughout Canada, that the members assembled agree to give the same their hearty support.

In regard to the transient traders' act, Mr. Miller stated that in Toronto the fee for traders and hawkers was $250. An effort was being made to have the law made more stringent generally.

Oppose Meter Telephones

The association also decided to oppose the application of the Bell Telephone Company for a meter service in the use of the Bell Telephone Company. The special committee to consider proposed legislation consists of Ed. Mack, Toronto; R. H. Dowler, London; P. Bellinger, Toronto; T. B. Cramp, Orillia, and W. Flavelle, Lindsay.

The matter of a special course for retail merchants at the University of Toronto was referred to the executive for consideration.

Postal System Benefits Mail Order

Postal System is Deprecated by Hugh Blain Addressing Ontario R.M.A. Convention—To Investigate Postal Rates

"THERE never was a time when the wholesaler and retailer should be more cordially working together, than the present," stated Hugh Blain, president of the Canadian Wholesaler Grocers' Association, before the annual convention of the Ontario section of the Retail Merchants' Association. "The retail merchants' association has always had our approval. The wholesaler and retailer are like man and wife, except that they could not get a divorce, and could not get a separation. And if they could, I do not know who would pay the allowance. The interests of the two are very much identical, although there are some differences. The retailer is in the unfortunate position of being too close to the consumer. Your condition is watched. There is nothing you do but the consumer knows of it, and if he is the average consumer he will let the other consumers know of it, too. I am prepared to admit that if any crimes are committed we are as guilty as you are, but I do not admit that any crimes are committed by either the retail or wholesale trade. The retailers are rigidly watched by the public, and they get little compensation for the service they render.

"The wholesalers would like to have the views of the retailers on various questions, for instance, the different methods of distribution, chain stores, the relationship of manufacturers, the mail order houses, and finally what you would like the wholesaler himself to do. We have always held that the manufacturer should deal fairly and justly with the wholesale trade, and I don't think wholesale houses or manufacturers should sell to chain stores at manufacturers' prices. I think it should be only on the basis of the regular retailer. If you don't sell the goods then we don't sell them either.

"I don't think the competition of the mail order houses is fair. There have been four advances in freight rates since 1916. The mail order houses are allowed to ship parcel post, and when parcel post was first introduced, rates were lower than cost. We ought to have a commission look into the postal service. In fact, I will be so extreme as to think that the delivery of merchandise should be stopped through the mails. I would like to see the retailers join with the wholesalers in seeking better legislation in this matter."

A vote of thanks was tendered Mr. Bain, on motion of Ed. Mack of Toronto and T. B. Cramp, Orillia.

Make your ingenuity and skill at window dressing serve a double purpose by entering it in HARDWARE AND METAL XMAS WINDOW CONTEST.

Santa Claus Coming to Many Hardware Stores

Canadian Hardware Stores Are Advertising Toys and Other Gifts for the Christmas Season—Some Dealers Send Out Letters to Children in Community as from Santa Claus—Arrival of Santa at the Store Occasions Much Interest and Enthusiasm.

STEPS are now being taken by hardware stores in various parts of the country to stir up enthusiasm in Christmas shopping. Throughout the press hardware dealers' local advertisements are appearing announcing toys and other gifts for Christmas for the children and grownups. Some samples of such advertisements are shown herewith.

The plan of announcing the arrival of Santa Claus on a certain date and having children write in letters to Santa in care of the hardware store is becoming quite popular. It puts a new setting around the hardware store to encourage the children and parents to pay a visit before Christmas to see Santa Claus and many valuable connections can possibly be built from this beginning.

Though the hardware dealer has a claim to a good share of toy business it



is necessary for him to take some steps to establish himself as a leading channel through which toys can be distributed. One important point in this connection is to have a fairly large assortment. Another point is that if the hardware merchant is to build up a reputation for carrying toys he must be willing to display them more or less throughout the year, though not as conspicuously as at Christmas.

One means of building up a toy business is to have a store that appeals to the various members of the family and so get their patronage. Then under the softening influence of Christmas toys, other hardware and gift lines can be sold.

One hardware dealer follows the plan of having special letterheads printed in red and green with suitable Christmas decorations, and sending out a letter thereon to all the children in the community. This plan has been followed for some years and this dealer says the children now recognize the store as Santa's headquarters. Parents and others buying gifts are said to have taken their cue from this recognition. One of these letters read as follows:

North Pole, Nov. 29, 1919.

"My Dear Little Friend:—

I just know that you are anxious

(Continued on Page 61.)

Grand Opening of Santa Claus Land at Thorne's

This is by far the largest, most gorgeous and complete showing of Toys in our history, embracing the latest novelties from the leading Toymakers in England, Canada and United States, including

STEAMBOATS

of all sizes and kinds, such as merchantmen, men-of-war, diving submarines and other craft, at $3, $4.50 and $7.

—ALSO—

Sail Boats in yacht and schooner models, at $1, $1.25, $1.50 and $2.

Then there are Building Blocks, at $2 and $2.75. Toy Blocks, at 15c., 25c., 35c., 50c., and $1. Nested Blocks, at 80c., $1, $1.25, $2, $2.75, and $3. Bubble Sets, at 15c., $1.50, and $2.25. Christmas Stockings, at 75c., $1.25, and $2.25. Drums, at 75c., 85c., and $1.

ELECTRIC TRAINS WITH TRACKS, at $10, $12.50, $15 and $19; Wind-Up Trains, at $3.50, $4.25, $5, $6.25, $6.75, and $7.50; Mechanical Tanks, at $8; Mechanical Autos, from 30c. to $3.50. Also Station Houses, Bridges, Tunnels, Semaphore Signals.

DOLLS

of all sizes and descriptions, at prices ranging from 35c. to $20 each.

See our Displays at their Best, so

SHOP EARLY SHOP NOW

W. H. Thorne & Co., Ltd.

STORE HOURS: 8 a.m. to 6 p.m.
Open Saturdays till 10 p.m.

Message from Santa Claus

Dear Children:—

Will be at Blain's Hardware, FRIDAY, NOV. 26th, at 4.30 p.m., will remain until 9 o'clock. All children be on hand with your letters.

SANTA CLAUS.

VISIT OUR TOYLAND!

Bigger and Better Than Ever!

Don't Fail to Bring Your Children!

For the Old as well as the Young!

Music From Start to Finish!

Watch Our Windows!

Xmas Gifts of All Kinds Come In and Look Them Over!

Blain's Hardware

Phone 104

Headquarters for Xmas Gifts

Art, Copper and Brass Ware

You are now thinking what to buy as a gift for your friends or relations.

Some of the following lines may appeal to you:

Brass Jardinieres

English make, design and quality superb.

Smoking Sets, Newspaper Racks, Desk Sets, Reading Lamps, Candlesticks, Fern Pots, Copper Cake Stands, Table Gongs, Serving Trays

And a variety of other choice goods.

Household and Domestic Appliances

We Deliver Promptly to All Parts of the City

Rice Lewis & Son
LIMITED

Established 1847 Phone Main 4040

19 VICTORIA ST., TORONTO

Some samples of Christmas gift announcements as used this year by some Canadian hardware stores. The ad. by W. H. Thorne & Co., Ltd., St. John, announces the "Grand Opening of Santa Claus Land at Thorne's," and enumerates many toy lines with prices. A message from Santa Claus setting a date for his arrival is outlined in the ad. by Blain's Hardware, Brampton, Ont. A suggestion of art, copper and brass ware, as Christmas gifts is made in the ad. by Rice Lewis & Sons, Ltd., Toronto, enumerating a number of suitable gifts for the occasion.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations.

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, NOVEMBER 27, 1920

THE automobile situation must give an effective answer to the idea that cut prices will bring about a worth-while buying movement. When the first cuts were announced, there was some buying in almost immediate response to the move, but, upon analysis, it was found to be almost entirely dealer trade. When these orders were filled the movement was largely stopped, as there was no buying on the part of the ultimate consumer. And that is where the business in cars stands to-day. The cut has apparently been made in vain.

* * *

EVIDENCE of the much talked of increase in labor efficiency is found in the fact that one large automobile company recently made a record of producing more cars with 51,000 men working five days a week than with 57,000 men working 5½ days a week.

* * *

TIME is getting short. Your plans for trimming a window for the Hardware and Metal Christmas contest should now be under way. Remember, your entry is expected in the "bigger and better" contest this year. You may have the honor of being acclaimed before the Canadian hardware trade as winner in this important contest.

* * *

LOWER prices are the order of the day in most lines of business. It is therefore significant that the average of seventy staple hardware lines for the past five months show an upward tendency. Taking an index figure of 100, the present average price on these lines is nearly 103.

Tax Revision Before Christmas Rush

NOW that the retail merchants of Canada have seen the advisability of concerted action in making protest against the present form of taxation and concentrated effort is being made by the members of various merchants' organizations, it will be interesting to watch the attitude of the Government which promised a sympathetic hearing, providing all classes of merchants could be spoken for with one voice. After being in force for some weeks the fears, expressed at the outset, have been confirmed in the case of many merchants. The collection of tax on luxuries through the retail trade has been found to be arduous and ineffective. Many of the early objections have been proved to be well founded and many new points brought out in general discussion. The tying up of capital to insure having a constant supply of stamps on hand; the precluding of the correction of errors made by inaccurate clerks; difficulty of making adjustment on returned articles; allowing scope for sharpsters, are some of the points of objection emphasized in making protest to Government representatives. It is the hope that some more equitable method of collection, such as tax on turnover, will be substituted without delay, particularly in view of the impending rush of Christmas trade.

World's Iron and Steel Industry

A REVIEW of the iron and steel industry of the world, particularly comparing present conditions with those prevailing just prior to the war, indicates some very interesting facts both as regards volume and price tendencies. In the year 1913 Europe produced about 42,000,000 tons of steel ingots, whereas the first year after the war she showed an output of only about 19,000,000 tons. As it is reasonable to expect, the losses were chiefly in Germany, Russia, France and Belgium. This condition in Europe is rapidly improving, though production is yet said to be only about 60 per cent. of the pre-war maximum, while prices are four or five times what they were. A comparison reveals the fact that pig iron prices were constantly on the increase in the United States up until October 1, 1920, whereas the product of British, French, German and Belgium mills dropped considerably between July 1 and October 1, 1920. United States pig iron was $31.40 per ton on January 1, 1919, $46.15 on July 1, 1920, and $50.46 on October 1, 1920, whereas the British product, while $23.75 per ton on January 1, 1919, increased to $44.80 in July of this year and dropped to $41.00 in October. The German product, which was $10.20 in January of this year, advanced to $27.60 in April, to $43.00 in July and fell back to $25.50 in October. United States pig iron prices are shown to be the highest in the world. In steel the United States price is, on billets for instance, about $6 per ton under the French price and $15 per ton under the British price. On ship plates, United States prices are considerably under the British, French or Belgium market.

The rate of exchange has an important bearing on the world's steel industry. Before the war there were three main factors controlling export business, the price at home, the price abroad, and the freight; to-day transportation charges and rate of exchange are also important factors.

Summarizing the situation one authority says that if the governments of the world can only be persuaded to stop tinkering with the movements of commerce, currencies, exchange and other fundamental factors, commodity prices can be depended on to find their own levels at about the same range of values in the producing countries.

Speaking of export possibilities it is evident that while British production is still nearly 2,000,000 tons a year under the pre-war rate, the fact that British export trade in iron and steel has more than doubled since the armistice would indicate that Britain appears to be a country which offers prospect of serious competition with the United States in this field in the next few years.

Steel Price Announcement Gives Confidence

Maintenance of U.S. Steel Corporation Prices on Basis Fixed on March 21, 1919—Say Costs Warrant Increase But Stability in Business is More to Be Desired—An Important Influence on Business Conditions.

MUCH greater confidence is said to have been injected into the iron and steel industry by the announcement of Judge Gary of the United States Steel Corporation that the Board of Directors of the company have decided to recommend to the presidents of its subsidiaries that prices be maintained at the levels which were fixed on March 21, 1919, and which have been maintained since that date. It was pointed out by Judge Gary that costs of production really called for increases in price but that the Corporation had decided against it. The statement adds that in view of the fact that stability in business is highly desirable, prices will be maintained unless conditions alter.

Much has been heard in Canada recently about the probability of even higher prices on iron and steel and while those who believed that the price reduction on most commodities had not yet run its course were inclined to discount the reported likelihood of higher steel prices, nevertheless there has been some apprehension and the statement comes at a very opportune time to indicate just where matters stand.

Affects Other Trades

The United States Steel Corporation is looked upon as a guiding factor in the iron and steel industry of the United States and the maintenance of prices will probably have an effect on many other branches of business. As conditions in the iron and steel industry in Canada are largely guided by what transpires in the U.S. trade, this statement is also of interest in Canada.

During the price cutting campaign which has been in progress recently many authorities have looked to the corporation as it was generally realized that any action regarding prices that it might make would have a tremendous influence on the market. Buyers have been just as anxious as sellers. Judge Gary's statement is a clear call to producers and consumers, employers and workmen, to help stabilize the market and as the initial step the corporation announces that it will not change its base prices. The corporation is abiding by its old price list despite the fact that wages of its employees have gone up about $51,000,000 per year and freight rates have increased.

Little Gain by Delaying Purchases

The statement comes as a notice to iron and steel consumers that little will be gained by holding aloof and delaying purchases, pointing out that prices are now really lower than what they should be under present conditions and that now is the time to buy in their own interests.

Judge Gary's statement is reprinted in full as follows:—

"Our subsidiary companies have consistently and uninterruptedly maintained the base selling prices of all iron and steel commodities which were mutually fixed by representatives of the iron and steel interests of the United States and representatives of the Government on March 21, 1919.

"Since that time producing costs of all manufactures of iron and steel including an advancement of wages aggregating $51,000,000 per year to the steel corporation and larger freight rates, have materially increased. Under usual circumstances we would be justified in making additions to the average base prices.

"However after deliberate and careful consideration we have decided to recommend to the presidents of our subsidiary companies that the present base selling prices of all commodities continue in force unless it becomes necessary and proper to make changes to meet altered conditions.

Aid Stability at Any Cost

"We think stability in business is of the highest importance and that every man, to the extent of his opportunity and ability and even at some sacrifice, is obliged to assist in stabilizing and maintaining prices on a fair and sane level. The producers, consumers and workmen will be benefited by this attitude."

The announcement was quite unexpected in trade circles as no word from the corporation as regards its price policy was looked for until early next month. It was also surprising, in that the increases in the price on rails which had been generally anticipated, did not materialize. In many well-informed circles it had been the belief that aside from rails, the corporation's price policy would be maintained, as despite the statements which Judge Gary made at the annual meeting of the American Iron and Steel Institute, which led some to believe a general lowering of quotations by the chief interest was in prospect, a reduction was considered improbable in view of the constantly increasing costs of production.

Rules Governing the Christmas Window Contest



Eight prizes will be offered by **Hardware and Metal** for the best window displays of Christmas lines as arranged for this year's trade by hardware merchants or clerks.

The contest is open to anyone engaged in the retail hardware business in Canada and the displays will be given a fair and authoritative judgment.

The essential point to keep in mind is that the display will be judged on its effectiveness as a business puller. Many points outlined in past issues of Hardware and Metal as to most effective window trims should be kept in mind in arranging the contest display. Attractiveness without effectiveness is of little use in a window trim.

Arrange a window which will, literally, draw the passers-by right into your store, then send a photo of it to be entered in the contest.

THE EIGHT CASH PRIZES

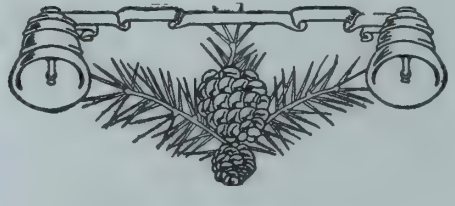
Places under 5,000		Places 5,000 and over	
First prize	$10.00	First prize	$10.00
Second prize	5.00	Second prize	5.00
Third prize	3.00	Third prize	3.00
Fourth prize	2.00	Fourth prize	2.00

Dealers in small communities have just as much chance under this arrangement as those in larger districts. Getting selling ideas into the display is what counts.

The contest closes on Saturday, January 1. Photos received after that date will not be entered unless there is proof that they have been delayed in transit.

All matter must be addressed to The Editor, Hardware and Metal, 143 University Avenue, Toronto, and marked "For Christmas Window Contest."

Don't overlook the prizes and the honor of winning one.



The Thrill of Having a Prize-Winning Window Trim



THE old adage "all honor to the winners" applies also to the Hardware and Metal Christmas Window Contest. If you have not felt the thrill of being acclaimed a winning window trimmer in this contest, you have an experience yet to enjoy. This year the contest is to be "bigger and better" than ever and you should make sure of an entry at an early date.

Much interest is being taken among hardware dealers throughout the country in this contest this year. You have just as good a chance as anyone and by a study of some of the prime factors of good window display you can arrange an effective trim. Put yourself in the customer's place and see if the display would help you in your Christmas shopping by suggesting suitable lines and giving prices. The amount of "pull" the window exerts is the best indication of its effectiveness.

Help the Christmas Shopper

WHILE the power of suggestion is important in the sale of many lines at any time of the year, this factor becomes of greater importance at the Christmas season. The merchant has to buy gifts for the various members of the family and he knows what a difficult thing it is to choose something suitable and yet within the scope of his means. Therefore a litttle thought along this line in planning the Christmas window display will probably result in arranging a window which will appeal more effectively to the Christmas shopper than would otherwise be the case.

This is one of the points that will form the basis of judging the windows submitted to the Hardware and Metal Christmas Window Contest. When you have trimmed a window which carries out this idea effectively, send in a photograph of it as an entry in this contest. It will probably stand a good chance of taking a prize and bringing honor to the merchant or clerk who trimmed it.



News of Western Canada

Electrical Appliances Active in B.C.

Extension of Electric Power Through Rural Districts on Guarantee Basis Increases Use of Electric Labor-Saving Devices on the Farm and in the Home

VANCOUVER, B.C.—Great strides are being made in the extension of electric power and the resultant widening of the field for the sale of electric labor saving devices throughout this province. Many important extensions are now under way, particularly throughout the Fraser River Valley district.

In discussing the new and rapid increasing installation throughout the Fraser Valley, Manager C. Rummell, of the Fraser Valley Light and Power Division of the B. C. E. R., stated that the high cost of labor on the farm was forcing the farmer to adopt electric power to do his work.

The great influx of settlers into the valley in recent years also has proven a great factor in the installation of this up-to-date motive power for many of these settlers, having spent a greater portion of their lives in cities, appear to have a better conception of the great value of electricity. The up-to-date farmer himself has cast aside his old prejudice against what at one time was designed as "new fangled ideas." In the chicken business it is now generally known that increased egg production is brought about by the utilization of electric lights and the practical chicken ranchers are installing electric lights and power.

Electric Extensions on Guarantee Basis

Another very important factor in bringing about this power development is the new basis of making extensions on the guarantee basis ordered by former Public Utilities Commissioner J. L. Retallack. Under this plan a farmer may take out a bond in a company satisfactory to the B. C. Electric guaranteeing 25 per cent. of the cost of his section of line each year for five years. The average guarantee is from $50 to $100 per year. The guaranteeing of a fixed amount by the farmer also has another feature and one that is destined to make the average farmer's family more up-to-date in the home than the average family in the city. For with an abundance of current to use during a given time, Mrs. Farm Wife has an electric iron and many other electrical appliances installed. In some homes now one finds electric heaters and ranges.

Electric Heaters in Demand

In the Langley Prairie and some parts of the Sumas district, standing timber is at a premium and the fuel question is not as negligible as in the more favored wooded districts. In these former districts therefore, electric heaters and ranges, especially the latter, in the summer time, will prove a boon.

It is impossible at this time to estimate the amount of electrical appliances that will be used in the valley, stated Mr. Rummel in answer to a question; for, he pointed out, these lines are just being completed. "But," he concluded, "you can rest assured that the farmer, knowing that he has plenty of current at his service, and that he is under guarantee to use so much, anyhow, will take advantage of every useful electrical appliance that he can secure."

Western Notes

Standard, Alta.—Hansen Bros., who conducted a hardware store here, have dissolved partnership.

* * *

Standard, Alta.—Hansen & Tregerdine have opened a hardware store here.

* * *

Strathmere, Alta.—Barber & Craddock have started in the hardware business here.

* * *

Chancellor, Alta.—M. E. Tuttle is starting in the hardware business, etc., here.

* * *

Victoria, B. C.—C. W. Savage has opened a hardware store here.

* * *

Winnipeg.—W. S. McLennan of Montreal, general sales manager for Brandram, Henderson, Limited, spent a week in Winnipeg in the interests of his firm. While here Mr. McLennan held conference with W. A. Church, manager of the Brandram Henderson, Limited, Linseed Oil Mills at Medicine Hat, and J. Leonard Paul, manager of the western divisions.

* * *

Winnipeg.—W. A. Church, manager of the Alberta Linseed Oil Company, Limited, Medicine Hat, which is owned and operated by Brandram Henderson, Ltd., was a Winnipeg visitor.

* * *

Winnipeg.—L. A. Blackwood, managing director of Morrison - Blackwood Hardware Company, Moose Jaw, Sask., stopped off in Winnipeg, en route to Chicago and eastern points.

* * *

Deepdale, Man.—Truckett Bros. are opening a hardware business.

* * *

Harris, Sask.—Kaiser & Ker, hardware, have been succeeded by Jefferson and Wilson.

* * *

Canora, Sask.—As an indication of how the towns in Western Canada are growing owing to rapid land settlement, it may be mentioned that one building company at Canora, Sask., has erected nearly twenty dwelling houses this fall and has orders for as many more.

* * *

Winnipeg.—Albert Webber, salesman for the Marshall Wells Hardware Company, Winnipeg, was elected president of the Northwest Commercial Travellers' Association.

Create League to Help Rural Business Men

Winnipeg.—The Local Distributors' Publicity league, an organization to bring about co-operation between wholesalers, jobbers and the rural retail merchants by means of an advertising campaign and development of a community spirit was unanimously endorsed at a dinner held under the auspices of the Canadian Credit Men's Trust Association.

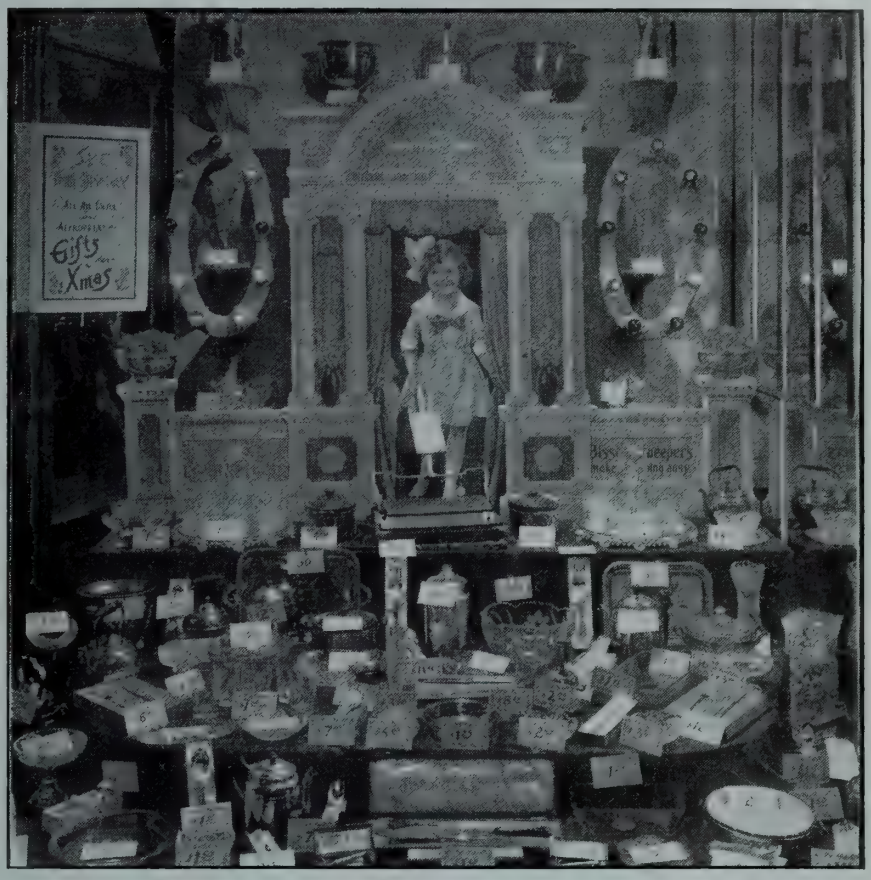
The league has been in operation in the West for more than a year, but this is the first time a united appeal has been made to any organization of business men to get behind the project.

The Retail Merchants' Association will float the stock of the league and call upon the Canadian Credit Men's Trust Association for whatever assistance is required.

C. M. S. Bamford, sales manager for the J. H. Ashdown Hardware Co., supported the aim of the league.

How Others Dress the Christmas Window

A GOOD *selection of Christmas goods, all plainly price marked, as displayed by M. Weichel & Son, Ltd., Waterloo, Ont. This display won first prize in places under 5,000 in the 1919 Hardware and Metal Christmas Window Contest. The cut glass, cutlery, aluminumware, carpet sweepers, etc., are all lines appropriate for Christmas gifts and such displays at this time of year do much to stimulate early Christmas buying.*





A large number of lines suitable for Christmas gifts are shown in this window by A. Baillie, Sumner Co., Ltd., Moncton, N.B., a window which won fourth prize in places of 5,000 and over in the 1919 Hardware and Metal Christmas Window Contest. Lines featured, each with price tickets, comprise safety razors, thermos bottles, percolators, chinaware, grate fenders, carpet sweepers, heaters, food choppers, etc.

Events in the Trade

Personal

Ingersoll, Ont.—J. F. MacKay, general manager of the John Morrow Screw & Nut Co., spoke to the Big Eight Fraternal Society on matters pertaining to the general welfare of the town.

Montreal.—Capt. Evan J. Edwards, H. M. Senior Trade Commissioner to Canada and Newfoundland, has returned to Montreal after an extended trip to Western Canada, where he spoke extensively on the development of trade within the Empire.

Montreal.—Alf. Blackburn, representing H. & D. Folsom Arms Co., Ltd., New York, was a trade visitor to Montreal.

Montreal.—Mr. Latimer, of the Bridgeport Hardware Company, Bridgeport. N.Y., was a visitor to Montreal during the week.

Montreal.—R. H. Monk, director McArthur-Irwin, Ltd., was in Toronto last week, and delivered an address before the Toronto Paint Club.

Montreal.—Mr. Bailey, representing the MacFarlane Ladder Works, Toronto, was this week in Montreal.

Montreal.—W. T. Newman, Montreal manager of the British Smelting and Refining Co., Ltd., left this week on a trip to the Old Country.

Montreal.—W. H. Cottingham, president of The Sherwin-Williams Company of Canada. Ltd., was in Montreal during the week.

Montreal.—W. S. Fallis has been elected to the vice-presidency of the Sherwin-Williams Co. of Canada. Hon. C. C. Ballantyne has retired from this position.

Montreal.—R. C. Misson, for many years past Montreal manager of the company has been elected a director.

Incorporations

Canadian Piston Ring Co., Ltd. Incorporators: Ernest Lafontaine and Hjmbert Mariotti, advocates, and others —all of Montreal. Capital $75,000, divided into 750 shares of $100 each. Chief place of business, Montreal.

Building Active in Oshawa

Oshawa.—With more than $750,000 spent in Oshawa this year in ten months for buildings, and several other large permits taken out in the past few days it looks as if $800,000 will be reached before the end of the year. More than 100 houses have been erected and several large business blocks.

Western Ontario News

All efforts to trace the burglars who blew the safe of the Bothwell Hardware Mfg. Co., at Bothwell, Ont., and got away with $500 in money and cheques have proven unsuccessful. Provincial police are now working on the case and it is believed that an organized gang working out of Toronto in high powered autos may be responsible for a series of daring robberies. Only a few weeks ago the safe in the hardware store of Bonthron and Drysdale at Hensall, Ont., was blown with nitro-glycerine.

* * *

A pretty wedding took place at Grand Rapids, Mich., recently when Margaret T. Thompson, daughter of Dr. and Mrs. Archibald Thompson, became the bride of Raymond Douglas Blandford, son of R. F. Blandford, manger of the James Wright Hardware Co., at London. Mr. and Mrs. Blandford will reside in Moose Jaw.

* * *

Plans are being prepared for a large addition to the plant of Beatty Bros. at London, Ont., and work involving an expenditure of $250,000 will be commenced in the spring.

* * *

As a result of their store having been broken into several times recently and always by smashing a large pane of plate glass in the front, Dent Bros., hardware merchants, at Bothwell, have placed the following in a conspicuous place: "Notice, Burglars, Entrance at the rear. Please do not break plate glass."

* * *

The Cowan Hardware Co., at London, Ont., has an unusually attractive window display this week of silver suitable for early Christmas shoppers and reports good business in these lines as there is a decided tendency on the part of many people to get their Christmas buying out of the way before the rush.

* * *

Albert Traquair has returned from the Canadian West and joined the sales staff of Bonthron and Drysdale, at Hensall, Ont.

* * *

William Pow, of the hardware firm of Pow and Willcox, Tillsonburg, who was recently accidentally shot in the eye while out partridge hunting is improving steadily.

See what others are doing in the way of window display ideas through the HARDWARE AND METAL XMAS WINDOW CONTEST.

Director of The Steel Company of Canada

Gordon Osler, Toronto, has been appointed a director of the Steel Company of Canada, Hamilton, Ont., in succession

New Canadian Cutlery Co.

The Canada Cutlery Co., Ltd., has been established at Kingston, Ont., for the manufacture of pocket knives. Officers are: President, A. Imlach Jr., of the Victoria Foundry, Ottawa; E. A. Dunlop, Pembroke, vice-president; C. A. Eaton, secretary and managing-director. Mr. Eaton has a wide knowledge of the manufacturing of cutlery and is familiar with the requirements of the Canadian trade. The company, in formation and capital, is purely Canadian.

The company has secured a large concrete building with floor space approximating nearly 27,000 square feet, and for the time being they will confine their efforts entirely to the manufacturing of pocket cutlery. The company is now in full operation and their first catalogue is now being issued. They expect, by January 1 to be shipping at least 200 dozen knives per day, and this can be later increased to 300 dozen, they state. They are following the English patterns almost exclusively, but. it is stated to Hardware and Metal, will adapt modern American methods of manufacture, the plant being equipped with improved mechanical devices. Finest English steel, they state, will be used.

The entire sales of the company will be in the hands of Adcock and Brewer, Ltd., 222 St. James Street, Montreal.

German Toys in Canada

Large shipments of German toys are reported to have been made to Canada last month. These toys were shipped for the Christmas trade. Such shipments are said to be worth in the neighborhood of $250,000, or equivalent to the imports of toys from England from January until October. Conditions in the English toy trade are said to be serious as a result of the inflow of German goods. It has been estimated that three-quarters of the toys on the British market at Christmas will be of German make.

Death of J. P. McNaughton

Montreal.—After a prolonged illness, the death occurred in Montreal on Sunday evening last of James P. McNaughton. The late Mr. McNaughton was general sales agent for the Dominion Iron and Steel Company at Montreal for nearly twenty years. Prior to that he was a member of the wholesale metal brokerage firm of Lamplough and McNaughton. While the business part of his life was spent largely in Montreal, Mr. McNaughton was born in Ottawa 53 years ago and there received his education.

McClarys Occupy New Plant Personal

Montreal.—The new warehouse of the McClary Manufacturing Co., Ltd., on Wellington Street, has been completed and is now being occupied. This practically doubles the space formerly at the disposal of the firm and gives them a very considerable frontage on three streets. Arrangements enable heavy trucks to drive in from Grey Nun Street right through a long special driveway, thus facilitating the loading and unloading.

New Alloy Has Great Resistance

Ability to resist the most potent cutting tool so far known, the acetylene torch, is the remarkable characteristic of a burglar-proof alloy now being used for lining bank vaults and safes. In an official test, a four-inch plate of the material showed only a small hole two and one-eight inches deep, after nearly four hours' work with a cutting flame.

New Automobile Concerns in the West

Winnipeg.—Another new industry soon to commence operations in Manitoba is an automobile company, which will locate in Norwood, a Winnipeg suburb. The new concern is capitalized at $1,000,000. All the chief parts of the car will be bought, it is reported, and the assembling done here as well as the upholstering.

An automobile finance corporation has also recently been organized in Winnipeg, capitalized at $3,000,000, for the purpose of furnishing dealers in all classes of automobiles and trucks in Western Canada with discounting facilities. The new company announces that its services are available for the season of 1921.

Rosin and Turpentine Imports from U.S.

Exports of rosin from the United States to Canada during the month of September total 11,824 bbls, valued at $172,529. Exports of spirits of turpentine in the same period amounted to 87,474 bbls., valued at $135,750.

Canada was the third largest buyer of both these products, England and Argentina being first and second respectively.

BANKS GET ONLY 1 PER CENT. ON TAX STAMPS AND DISTRIBUTION IS SMALL

Making further denial of the statement of E. M. Trowern, Dominion Secretary of the R. M. A., that the banks get a total of 5 per cent. in the distribution of luxury tax stamps as outlined in last week's issue of Hardware and Metal, Henry T. Ross, secretary of the Canadian Bankers' Association, advises that there is no foundation whatever for the statement. It was explained that the selling bank gets 1 per cent. commission on stamps sold and the Bankers' Association gets nothing. Officers of the Inland Revenue Department and licensed vendors (who receive the same commission as the banks) sell by far the greater part of the luxury stamps. An official of the head office of one of the largest banks advised Hardware and Metal that sales of stamps through that office do not at present average $2 per day, on which the commisison would be 2 cents. In the smaller districts such sales would be higher, but the banks are only used where convenience or lack of a local Government department influences the situation.

A Blazing Fire With Electricity

A blazing fire with electricity instead of coal is the latest electrical development in England. It is known as the electric fire and can be fitted into any existing grate. This electric fire has the same blazing appearance at any adjustment, ranging from 200 watts to three kilowatts consumption. There being no combustion, no flues or chimneys are necessary and the fire is particularly essential in ships.

Enter Protests on Luxury Tax

Prominent among the resolutions discussed by the Ontario Associated Boards of Trade and Chambers of Commerce, at their seventh annual meeting in Belleville this week, was one protesting against the present luxury tax and recommending the substitution of a small tax on the entire sales of all businesses as more easily and cheaply handled than the present tax and productive of as much revenue.

Direct Production of Steel from Ore Impracticable

According to "Nation Belge," the process of making steel direct from the ore without reducing the latter to pig iron has proved a failure. The process was an invention of a Frenchman, Basset, who claimed he had discovered a process for producing steel direct from iron ore; the intermediate stage, pig iron, becoming superfluous, he said. A stock company, with a capital of 150,000,000 francs, was formed for the purpose of working the patents he was supposed to have obtained.

Additional Power for London

London, Ont.—Approximately one-tenth of the extra power which the negotiations between the hydro commission and the Electrical Development, of Toronto, have made possible for the hydro consumers in Ontario will come to the city of London, according to E. V. Buchanan, general manager of the public utilities commission.

This means that practically 1,500 additional horsepower will become available for the use of the household hydro users in the city.

Building Activity Resumed

Toronto.—Acording to figures available in the City Architect's office, the cloud of building depression that has enveloped this office for the past seven years is being rapidly dispelled. Although prices of materials and labor still remain high, activity has again been resumed, and building operations in Toronto for the first ten months of this year, ending October 31st last, have almost equalled the records of pre-war days. In that time permits were issued for buildings to the amount of $22,650,712, an increase of over $3,000,000 over the entire building program of 1919, and nearly four times the amount of building done in 1915.

Building Construction in Saskatchewan

Moose Jaw. — Building construction commenced in the Province of Saskatchewan during the month of October is valued at $272,001. Building construction in the province for the first ten months of the year amounted to $10,766,526.

Sherwin-Williams Reduce Prices in U.S.

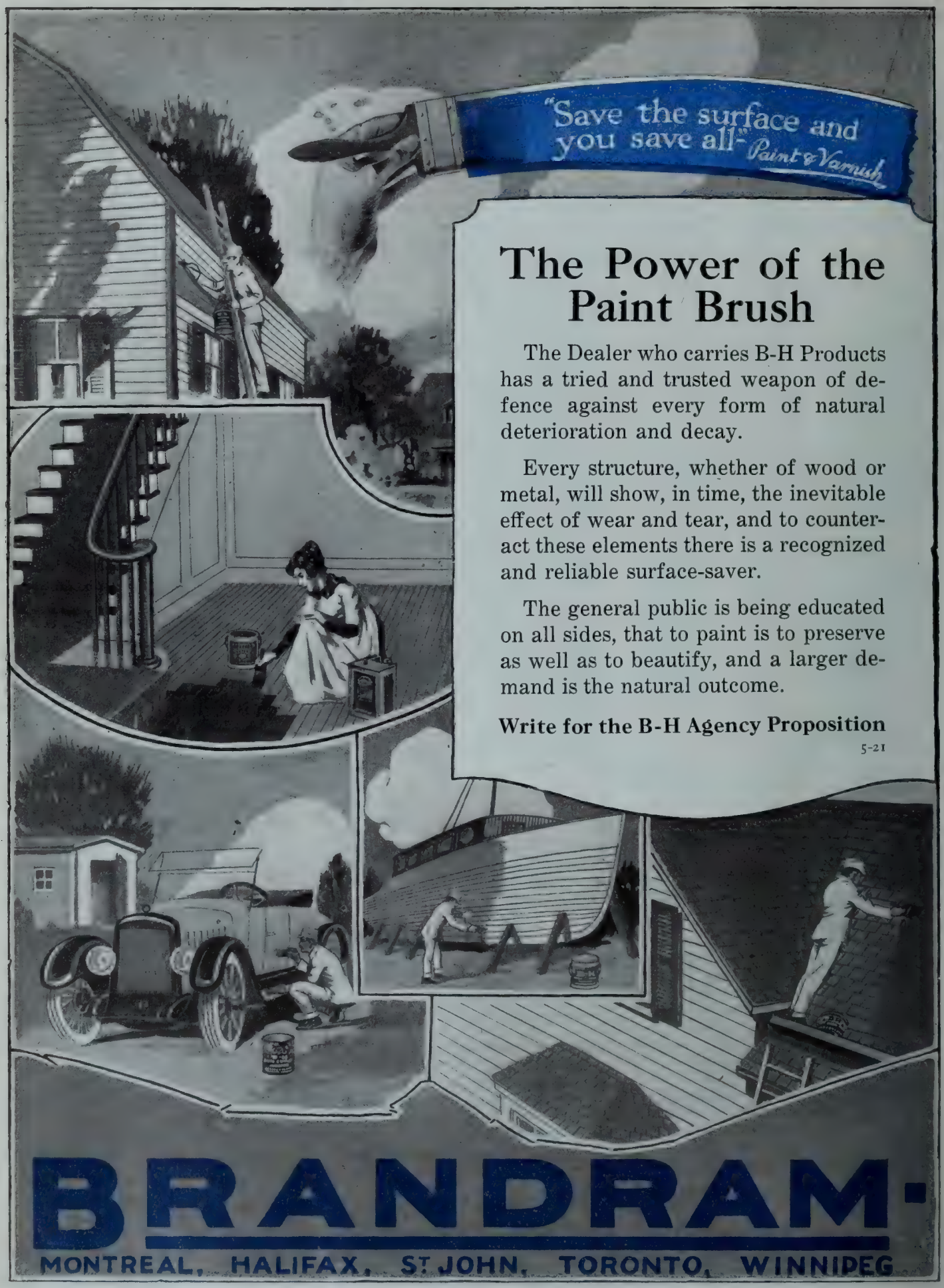
"Sherwin-Williams Co.'s St. Louis office has announced a reduction of 40 cents a gallon on the better grades of house and porch floor paints. Other declines were announced on other grades," says the "American Paint Journal."

"A wire from New York stated that there were rumors of a reduction of 60 cents on paints and 50 cents on varnish.

"This report is published as a rumor, which the correspondent could not then verify."

Complete New Warehouse

Montreal.—Omer DeSerres, hardware merchant, Montreal, has completed a new warehouse on Sanguinet Street. This is of four-storey size and reinforced concrete construction, and as nearly fireproof as a building of this kind can be made, Mr. DeSerres states. The structure is already fully occupied, plumbing supplies, automobile accessories and general lines of hardware being stocked here, enabling the firm to develop, as well, a certain amount of jobbing trade.



The Power of the Paint Brush

The Dealer who carries B-H Products has a tried and trusted weapon of defence against every form of natural deterioration and decay.

Every structure, whether of wood or metal, will show, in time, the inevitable effect of wear and tear, and to counteract these elements there is a recognized and reliable surface-saver.

The general public is being educated on all sides, that to paint is to preserve as well as to beautify, and a larger demand is the natural outcome.

Write for the B-H Agency Proposition

5-21

BRANDRAM

MONTREAL, HALIFAX, St JOHN, TORONTO, WINNIPEG

If interested tear out this page and place with letters to be answered.



B-H Quality Sells Itself

The widespread publicity which we ourselves give to all B-H Products would avail us nothing were it not for the wonderful quality which goes into every can bearing our name.

A high-quality paint means a host of satisfied customers, so that B-H Quality is really the actual selling force, and the Dealer's Store is the Distributing point.

Do you get your share of the profits on this ever-increasing volume of business?

If not—

Write for the B-H Agency Proposition

5-21

HENDERSON LIMITED

MEDICINE HAT, CALGARY, EDMONTON, VANCOUVER

If interested tear out this page and place with letters to be answered.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

FLEXIBLE SKATE

Fleming Bros., Hardware, 1,036 St. Clair Ave., Toronto.—Can you give us the address of the makers of Flexible Skates?

Answer.—The Canadian Flexible Skate Co., Ltd., 376 Spadina Ave., Toronto.

WEAREVER ALUMINUM WARE

G. W. Nelson, Harriston, Ont.—Kindly give me the name and address of the makers of the Wearever Aluminum Ware?

Answer—The Northern Aluminum Co., Ltd., Toronto, Ont.

REPAIRS FOR COPP STOVES

J. Funk & Co., Herbert, Sask.—Where can I get repairs for Copp stoves.

Answer—In reply to above in issue of Nov. 13, the name of the Ora Iron Works, Fort William, Ont., was inadvertently omitted.

The Ora Iron Works have taken over the stoves formerly made by the Copp Stove Co., Fort William, Ont.

WASHING MACHINE WITH GASOLINE ENGINE ATTACHED

R. C. Cowan, Drumbo, Ont.—Can you give us the name of a maker of a washing machine with gasoline engine attached to washer?

Answer—We have been unable to trace such a machine made in Canada, but are making enquiries. The following firms make washing machines with fly wheel to which belt from an engine can be attached: Beatty Bros., Ltd., Fergus, Ont.; J. H. Connor & Son, Ottawa, Ont.; Dowswell-Lees & Co., Hamilton, Ont.; Wm. A. Kribs, Ltd., Hespeler, Ont.; Maxwells, Ltd., St. Mary's, Ont.

SKATE GRINDERS

Sumner Company, Ltd., Moncton, N.B.—Kindly advise us if you can furnish us with names and addresses of makers of skate grinders?

Answer — The Canadian Fairbanks-Morse Co., Ltd., Toronto, are distributors for the Perfect Skate Grinder made by the Perfect Machine Co., Ltd., Galt, Ont., and H. W. Petric, Ltd., Front St., W., Toronto, for one made by the Bond Engineering Works, Ltd., Toronto. Other makers include the A. R. Williams Machinery Co., Ltd., 64-66 Front St. W., Toronto, and the Luther Grinder Co., 285 S. Water St., Milwaukee, Wis.

SCOTCH FIRE BRICKS

J. L. Demers, Thetford Mines, Que.—Can you give us the names of Canadian importers of Scotch fire bricks?

Answer—The Ontario Lime Co., Ltd., Crown Office Bldg., Queen St. E., Toronto, Ont., are importers of Scotch fire bricks.

QUEBEC HEATERS WITH OVENS

In answering enquiry of J. G. Tweedle, Fergus, Ont., the name of the Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont., was inadvertently omitted from list of firms making these lines.

Trade Enquiries

Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.

2334. **Tools.**—A Johannesburg firm request catalogues and price list for tools of all kinds suitable for hardware department. Catalogues for spades and shovels also requested.

2335. **Hardware and enamelware. —** A Natal firm of wholesale jobbers will be glad to receive catalogues from Canadian manufacturers prepared for regular export on all lines of hardware and enamelware.

2336. **Hardware.**—A Natal importer of household hardware asks for Canadian catalogues and price lists.

2337. **Builders' hardware.**—A Durban importing firm request catalogues and quotations on builders' hardware of all kinds.

2338. **Hardware tools.**—A firm of hardware dealers in Demerara, British Guiana, wish to stock a full line of hand-tools, such as axes, hammers, etc., and would be glad to get in touch with Canadian manufacturers of same.

2339. **Hardware.**—A Cape Province firm with thirteen branch stores ask for Canadian catalogues, price lists and other information on hardware and iron and steel goods of all kinds.

2340. **Enamelled ware.**—A Pretoria firm ask for catalogues and price lists from Canadian manufacturers exporting hand and hollow-ware.

2341. **Enamelware.**—A Johannesburg firm of importers request catalogues and price lists for enamelware of all kinds.

2342. **Enamelware.**—A large firm of hardware merchants in British Guiana would like to stock Canadian enamelware.

2343. **Brushware.**—A Johannesburg firm of importers request catalogues and price lists for brushware from Canadian manufacturers.

2344. **Household hardware.**—A Johannesburg firm of importers request catalogues and price lists on household hardware of all kinds.

2379. **Fibre tubs, buckets, etc.**—A Johannesburg firm, the principal of which is a Canadian, believe they can work up a trade in Canadian fibre tubs, buckets, etc. Manufacturers prepared for export are requested to send as much data as possible with first communication.

2384. **Brushware.**—A Johannesburg firm specializing in the brushware trade request catalogues, prices and samples when possible from Canadian manufacturers.

2387. **Household hardware.**—A Salisbury, Rhodesia, firm of importers request catalogues and price lists from Canadian manufacturers on all lines of shelf goods for hardware department.

2393. **Hardware, agricultural implements, automobile accessories.**—A Port Elizabeth firm specializing in the above lines will be glad to receive Canadian catalogues and price lists.

2394. **Hardware.**—A Salisbury, Rhodesia, firm request catalogues and price lists of hardware lines of all kinds.

2395. **Hardware, household utensils, and tools.**—A Port Elizabeth firm request catalogues, price lists, etc., of the above lines.

2396. **Barytes, lithophone, etc.**—A reliable Glasgow firm with extensive connections desire agencies on commission for raw materials of paints and varnishes. Good references.

2347. **Hardened and tempered steel ribbon.**—A large British house in Yokohama are anxious to give orders to Canadian manufacturers of spring ribbon, specifications of which must be as follows: Size, 3-4-inch by .017 inch; colour and finish, preferably blue; carbon, 0.9 to 10 per cent; temper and quality, as per sample sent to Department of Trade and Commerce. Any firm in a position to make this steel ribbon may obtain the sample at the Commercial Intelligence Branch, Ottawa.

2403. **Household utensils and novelties.**—A South African firm specializing in Al household utensils and novelties request correspondence, catalogues and prices from Canadian manufacturers.

Four weeks till Xmas—four weeks in which to dress a window and enter it in HARDWARE AND METAL XMAS WINDOW CONTEST.

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

The Miller Lock Company, Philadelphia, has issued a new catalog, No. 28. This is descriptive of their lines of padlocks and night latches. The edition is printed on high-quality stock and halftones are used profusely in illustrating the products described. The hardware trade may secure further particulars through Adcock and Brewer, Limited, 222 St. James St., Montreal.

* * *

CONDULETS MATERIAL

A bulletin, No. 1000N, illustrating recent types of condulets, has just been issued by the Crouse-Hinds Co. of Canada, Ltd., Toronto, Ont. The lines listed in bulletin are the Mogul Obround series, and it is stated that this line has been designed to meet the demand for a condulet providing an unusually long cover opening, so as to avoid kinking heavy wires or cables when pulling in or feeding through the conduit system.

A copy can be had on request.

What Newspapers Say

Excerpts from the newspapers showing their trend of thought concerning hardware interests.

UNCLE SAM'S HINGE

Washington, Nov. 18.—The original cost of a hinge was

83 cents,
BUT

A blacksmith screwed it in place;
An assistant blacksmith helped him;
A master mechanic was on the job;
And when the Shipping Board got the bill it amounted to

$161.00

The hinge was to replace one broken on the galley door of a ship at Norfolk, Va., and William R. Morton, a former investigation agent of the board, told the House Committee here yesterday what it cost.—Mail and Empire, Toronto.

* * *

LOWER HARDWARE PRICES

"If the price of hardware could be put on the toboggan, business would pick up considerably. A bag of potatoes is required to buy three or four small panes of glass, or about a day's pay will buy a quart of paint. Hardware and building prices need a good shakedown."—Mail and Empire, Toronto.

* * *

"Germany is sending cheap enameled ware to Canada, via Britain. How many of us, during the war, resolved not to buy German goods henceforth?"—Mail and Empire, Toronto.

Twenty Years Ago

Items of interest reprinted from the Hardware and Metal file of December 1, 1920:

"J. H. Ashdown is being talked about as a possible candidate for the mayoralty of Winnipeg. It is to be hoped the possibility may become a reality. The more men of the type of Mr. Ashdown we have in municipal life the better it will be for the municipalities."

* * *

"As is well known, there has, for some months, been a strong agitation for the establishment of a municipal telephone system in Toronto. But fresh interest has been taken in it during the past week by the appearance of a circular bearing the signature of the Bell Telephone Co. The circular is, of course, in opposition to the scheme."

This announcement is interesting in view of the recent revival of such a plan following the demand for further increased phone rates.

* * *

"Canada was well represented at the sixth annual convention of the N.H.A. of the U.S. held in Richmond, Va., on Nov. 21, 22 and 23. Representing the Canadian Wholesale Hardware Association were Messrs. Peleg Howland, president; W. Stark, vice-president; and J. Hardy, secretary-treasurer."

In speaking, Mr. Howland made reference to the Canadian Wholesale Hardware Association, which was not quite 24 months old, and had a membership of eighteen. Mr. Howland stated: "I do not believe the hardware jobber's day is over in Canada. I believe he is still a necessity and that there is still room for a few of him."

* * *

"The Sherwin-Williams Co. held its 20th annual convention at Cleveland, November 19 to 24. It marked the close of the greatest year in the history of the company. There were 15 new travelling salesmen present, making a total of 35 additions in the last eighteen months."

* * *

"Within the next 12 months Canada will have entered the race against the Mother Country as producer and exporter of iron and steel, and the vast works now nearing completion at Sydney, N.S., are likely to give a good account of themselves.

Steel Corporation Announcement Has Had Little Effect

THE Steel Corporation's announcement that it would not advance its prices unless "altered conditions" made advances necessary, has had no measureable effect on the steel market, and its precise intent is not yet clear, says the Iron Age. It has been understood that the corporation seriously considered advancing rail prices, and the fact that it made large contracts for 1921 into which the price was to be written later pointed to a higher level than $47, which has maintained since March, 1919.

Several independent mills that for more than a year have charged $55 and higher for rails have refused to book orders for 1921 with the proviso that the Steel Corporation price govern, and some of these mills could not meet the Steel Corporation's $47 price without a drastic readjustment of wages and other costs.

In view of the large rail requirements for next year the situation created by the Steel Corporation's stand is a matter of widespread comment in the trade. Yet the prices to govern on 1921 rail contracts have not been fixed at this writing.

Expectations of a speedy drop in independant producers' prices on rolled products to those of the Steel Corporation have been disappointed. In some lines as automibiles and agricultural implements, new buying on any scale is likely to be delayed four or five months. Meanwhile there is more profit in shipping on contracts than in taking new business at cut prices. More shutdowns of independent mills are looked, for, and buyers are not expected to contract freely until the great readjustment has come, which will involve general wage reductions.

Salesmen Can Help Stabilize Conditions

HAMILTON. — By establishing a spirit of confidence through fair play and truth with purchasing agents and buyers in general, salesmen could do more than any other class of men to stabilize present conditions, said George A. Simpson, representative of the Steel Company of Canada, in addressing members of the Hamilton Commercial Salesmen's Association.

While he deprecated the talk of those who saw nothing but "blue ruin" ahead, Mr. Simpson emphasized the fact that service and co-operation on the part of salesmen were never more needed than at present. Business houses were keen to make new connections; prices were undergoing a change. Salesman, therefore, should be men in whom all buyers have the utmost confidence. Salesmen should be big enough men to give counsel to buyers and tell the truth to the latter. If a salesmen knew that a certain line of goods was going to decline in price, it was the duty of that salesman to tell a buyer so, and not allow the latter to stock up with a lot of high-priced goods that would clutter the shelves.

Service, Co-operation, Always Pay

"The salesman who renders this spirit of service and co-operation will get his due reward without seeking it. The salesman who takes advantage of a buyer will, on the other hand, receive his penalty. Service and co-operation pay. They always have paid," concluded Mr. Simpson.

Glass Situation Will Ease Gradually

IT IS expected that the glass situation will be easier, gradually, until bottom levels are reached here, perhaps in the spring.

For a long while there has been a free movement of Belgian glass to Canada and this continues. The product of Belgian glass factories has been arriving in extensive quantities of late, and this has meant keen and still keener competition. Many buyers have entered the field and have taken into stock a great deal of box glass. They have not, in all instances, secured a full complement of sizes, and have been compelled to fill these in from other jobbers, Hardware and Metal is informed. Even at that, they were able, it is said, to make up what shortages they had and resell the Belgian glass at considerable advance, affording themselves a good profit.

In discussing the situation this week with the manager of a large Canadian glass company he referred to some of the interesting features of the world situation. For instance, Belgium, for long the supplier of China as regards glass supplies, has lost this trade very largely to the Japanese. Naturally, with the latter making glass so near, it would be impossible to compete with the Japanese makers. Added to this, the Bavarian and German, as well as the Russian markets, are a negligible factor just now. As a consequence the Belgian manufacturers have been cultivating the Canadian trade, and have, as well, sold extensively to South America and other countries.

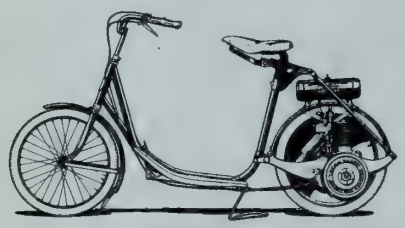
It looks now, this informant said, as though prices next spring will be moderate and probably rock bottom will have been reached by that time. Meanwhile much depends upon the building outlook, this being uncertain and undefined at present.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

MOTOR SCOOTER

For many years there has been a need for a dependable two wheel motor vehicle that would be suitable for all young or old, men or women, boys or girls. The Briggs-Stratton Motor Scooter is said



Motor Scooter

by its makers to meet this need and their claims are that it is simple and efficient in operation, economical, convenient, powerful, clean and safe.

The machine, it is stated, has been put through months of experimental work and hard road tests before being offered to the public.

There are no chains, gears or moving belts to catch clothing or get out of order. The gears, running in oil, are enclosed in grit-proof casings. The magneto is of the fly wheel type and a self-adjusting float-feed carburetor is claimed to furnish a constant and exact feed mixture at all times.

To eliminate road shocks the seat is on a double spring post, the foot boards are mounted on springs and the handle bar grips are made flexible.

The power control is centralized in a single throttle on the right handle bar, to facilitate starting a compression release is attached to the left handle bar and a foot brake is provided on footboard for use in stopping.

The power is said to be from 3 to 25 miles per hour and at 100 miles per gallon, the operating cost is less than one-half cent per mile.

The motor is a one cylinder, four cycle, air cooled, 2 1-2-inch bore and 2 1-2-inch stroke, developing 2 horsepower.

The machine fully equipped weighs about 100 pounds. The makers are Broggs & Stratton Co., Milwaukee, Wis.

"KNOX TARNISH"

A polish for aluminum, silver and nickel under above name is being offered to the Canadian trade by Lewis Bros., Ltd., Montreal. It is put up in a neat lithographed tin container about the size of a 1-lb. can of axle grease. Besides being a metal polish it is said to remove wear stains and black lines from china plates. The manufacturers are the Dolphin Chemical Co., Chicago, Ill.

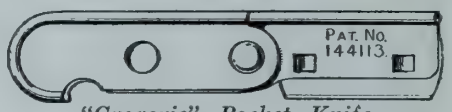
ELECTRO PLATES WARES

W. J. Anthony & Sons, Limited, 7 Unett St., Birmingham, England, are offering to the Canadian trade a wide range of electric plate wares, etc., such as tea sets, waiters, fruit baskets, fern pots, vases, and a wide range of other lines. Catalogues and other details will be supplied upon request.

"GREGORIE" POCKET-KNIFE

G. W. Gregory, Ltd., Hamilton House Works, Putney Bridge Rd., Putney, London, England, are offering to the trade a new idea in pocket-knives. As can be seen by cut a new use is found for disused safety razor blades which have become too dull for shaving, but are still very much sharper than the ordinary pocket knife, and have hitherto been thrown away.

It is useful for almost anything in all



"Gregorie" Pocket Knife

trades, cutting out paper, cardboard, leather, fur, cloth, etc. For office use, sharpening pencils, ink eraser. For pruning shrubs, cutting corns, string, cigars and a hundred and one other uses.

It is said to be substantially made and neat for the pocket. The blade is held firmly and can easily be replaced. The knife is always sharp and yet perfectly safe to use.

The knife is said to be selling in large quantities in England.

LOUDON'S ADJUSTABLE SHADE FOR FORD CARS

A new adjustable storm and sun shade for Ford runabouts and touring cars has been placed on the market. Practically all other devices of a similar nature are designed for windshields constructed with sub-frames or so-called ventilating windshields. As the windshield of the Ford runabout and touring car has a two-piece construction with a stationary bottom section and a top section that can be turned down, it was necessary to devise some means of holding the shade in place to give the desired results when the driver wanted to open the top of the windshield to secure ventilation in warm weather. This difficulty has been overcome without altering the present windshield in any way, and the shade is held in place whether the windshield is open or closed or the top is up or down, and the shade is adjustable from the driver's seat to any angle to suit the comfort, convenience and safety of the driver and other occupants of the car.

Further information can be obtained from Loudon, Inc., manufacturers and distributors of automotive specialties, 1303 West Lake Street, Minneapolis, Minnesota, U.S.A.

MOTOR GRIP TRANSMISSION LOCK

A new lock suitable for all makes and models of Ford cars has been put on the market by the Wright Accessories Corporation, Atlanta, Ga. It is claimed that this lock can be installed by the car owner in less than ten minutes, and one turn of the key from the seat locks the transmission, motor, gasoline, and crankshaft in an unbreakable grip. Keys will only open the one lock to which they are fitted. The lock is in a 12-gauge steel housing, and when fastened a steel cam grips flywheel, making movement of car impossible until the right key is used.



Transmission Lock

It is stated that this lock has been subjected to the severest tests and fully approved by the underwriters' laboratories.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

THE outstanding feature of the week has been the reduction made in the price of white lead in oil and a decline in putty quotations.

These changes have been expected on account of the fall in the prices of pig lead and linseed oil.

Other reductions include wax candles, lubricating oils, plumbers' oakum and sheet brass and copper. Tin plate prices are lower and black sheets and bar iron show an easier tone.

Many lines of goods in demand at this time of the year, such as snow shovels, skates, hockey sticks, game traps, etc., are none too plentiful. Jobbers' stocks are small and manufacturers are behind with deliveries on these goods.

Sales of seasonable lines are good and spring bookings though slower are regarded as satisfactory up to the present.

Montreal Markets

MONTREAL, Nov. 25.—Hardware reductions this week include lower prices for wax products and wax candles, lubricating oils, cremore bolts, bar iron, wire solder, old materials and ingot metals. These latter are almost unsaleable. Fuel oil is higher, and this is subject to a fluctuating condition that is seldom absent of late. Trade among the jobbers is satisfactory, the holiday goods selling well and country orders keeping up well. Tendencies are easier on a great many lines, even though definite declines are absent.

Waxes and Candles Decline Half to One Cent

Montreal.

WAXES AND CANDLES.—Prices are lower on wax candles and wax products. This amounts to half a cent in some instances and to a cent per pound in others. There is a seasonably fair demand.

Firmer Price Now Rules on Fuel Oil

Montreal.

FUEL OIL.—Prices are again up on fuel oil, the quoted basis on barrel lots being 20 cents a gallon at this writing. The market has fluctuated considerably of late and is still undefined, prices advancing and declining without notice, practically speaking.

Lubricating Oils Have Gone Lower

Montreal.

LUBRICATING OILS.—Prices have been easing considerably on lubricating oils. The prices vary greatly but decreases amount to 2 cents a gallon on ordinary machine oils, and on cylinder and heavy mixing oils. The demand has been fairly active, season considered, many making use of water routes to get supplies forward.

Cremore Bolts Show a Revision

Montreal.

CREMORE BOLTS.—A change has been made in the price of plain Cremore bolts, jobbers now quoting these at $9 per dozen. There is no change on any of the other finishes at this writing.

Electric Machines Are Selling Well

Montreal.

WASHING MACHINES.—The present demand for electric washing machines is said to be very satisfactory. No changes of price have been made and the retail trade is enjoying a good demand and an increasing one for these products.

Rope Market Dull; Prices Maintained

Montreal.

ROPE AND CORDAGE.—Prices are unchanged from last week on rope and general cordage. The recent declines have not stimulated buying, the trade purchasing in small lots. Supplies are ample, and the quiet now prevailing is generally anticipated at this time of year. Pure manila base remains at 31 cents base, British and Beaver manila at 24 cents, and sisal and lathyarn at 21 cents.

Wire Nail Basis Holds at $6.40

Montreal.

NAILS.—Some jobbers report that the scarcity of wire nails is not yet a thing of the past, and there is some delay in securing delivery of selling sizes. The price for standard wire nails remains at $6.40 and that for cut nails $6.90 per keg.

Wire Products Show Little Interest

Montreal.

WIRE PRODUCTS.—At present the wire market is quiet for most styles of wire. Prices remain unchanged but some relief in the price basis is naturally loked for soon.

Axe Movement Is Now Quite Active

Montreal.

AXES.—The chopping axe season is here again, and sales of these products are said to be active. No price changes have, as yet, been made.

Coil Chain Sells; Remains Unchanged

Montreal.

CHAIN.—There is a seasonably good demand for heavy coil chain, which is moving out in fairly large quantities. Prices are changed in no respect as yet.

Steel Snow Shovels May Figure Short

Montreal.

SNOW SHOVELS.—The demand for wood snow shovels this year is very

heavy, and in view of the somewhat short deliveries of steel shovels from the mills it is likely that the demand for shovels made of wood will be larger than ever. Deliveries have been going forward on steel shovels but late orders may be short.

Shelf Hardware Has Been a Seller

Montreal.

SHELF HARDWARE. — There is a fair demand for shelf hardware although the building season is fast drawing to a close. Stocks are naturally fair in some respects but short in others, and prices remain unchanged. From now on the price basis should be somewhat easier.

Steel Snow Horse Shoes Are Rather Scarce

Montreal.

HORSE SHOES.—There is a fairly good demand for horse shoes at the present time and one jobber states that snow shoes are in especially good demand with some scarcity in certain sizes.

Plumbers' Oakum Selling For Less

Montreal.

OAKUM.—Plumbers' oakum is now being sold generally by the bale of about 50 pounds. The present price on this is $5.75 per bale, a somewhat lower price, and the undertone is much softer, and further declines will probably come about before a great while.

Hickory Is Scarce For Making Handles

Montreal.

HANDLES.—There is an active demand for axe handles and sales are satisfactory. The one difficulty is that of obtaining necessary quantities of first-class hickory, and prices on best grades naturally remain firm and high. It is doubtful whether lower prices will be available on these goods for some time owing to the scarcity of material.

Booking Ahead on Harvest Tools

Montreal.

HARVEST TOOLS. — The jobbing trade reports an active booking of harvest tools for next year. The volume being seasonably satisfactory. Discounts remain unchanged at prices announced some time ago.

Barbed Wire Prices Not Available Yet

Montreal.

BARBED WIRE.—There has been considerable expectation on the part of jobbers that prices would be announced for barbed wire for 1921. As yet no announcement has been made and this is

Your appreciation of good window trimming will be increased through participation in HARDWARE AND METAL XMAS WINDOW CONTEST.

said to be owing to the uncertainty of conditions. At the same time it makes it awkward for jobbers, who, in asking the dealers for bookings, finds it awkward to name a price on wire that will apply when shipment is made after the first of the year. Some think that prices will be out very soon, while others expect it will be deferred for some time.

Copper Prices Down Due to Ingot Loss

Montreal.

COPPER.—In accordance with the continual lowering of prices on sheets of copper, manufactured lines, such as tinned, plain, and planished sheets are reduced 6 cents per pound. New net prices will be found in the current quotation list.

Prepared Wax Prices Are Cut

Montreal.

PREPARED WAX.—Johnson's wax is now available and is selling as follows: Prepared wax, per pound, 65 cents; household size (5½-ounce), $4 per dozen tins; cleaner, ½ pound bottles, $4 per dozen; liquid wax, ½ pints, 50 cents each; 1 pint, 85 cents each; powdered wax, 7-ounce tins, 50 cents each.

Ice Cream Freezers Are Being Booked

Montreal.

ICE CREAM FREEZERS.—The demand for ice cream freezers for delivery next year is reported satisfactory by jobbers. There has been a great scarcity of these for the past season or so, and it would seem that the trade is anxious to protect itself for next year. Prices are unchanged.

Polish Mops Are Available Again

Montreal.

POLISH MOPS. — No. 15 triagular O'Cedar mop is now on the market again and is selling to the trade at a price of $10 per dozen net.

Reductions Made in Price Tinplates

Montreal.

TIN PLATES.—There is an easier undertone on tin plate owing to the constant lowering of pig tin. I. C. 20X 28, 112 sheets is now selling at $25 per box; I. X. 20 X 28, $28; I.X.X., $16. This applies to cokes, but there has been no change as yet in double-coated tissue or interne plates. Reductions on these will doubtless come in the near future.

Sheet Brass Less; Same on Rods, Etc.

Montreal.

BRASS.—Owing to the gradual lowering of prices on ingot metals, brass sheets, rods, and other lines are lower, a reduction of 4 cents from previous prices now being effective. Prices will be found elsewhere in the current quotations.

Tinplates For Spring; Heavy Tinned Iron, Too

Montreal.

TINNED IRON.—While there is no new price information, tinned iron for 1921 is to be available in more generous quantities than for some time, Hardware and Metal is informed. Supplies of English tinned iron are looked for, and these will be procurable in time for making milk cans, cheese vats, etc. It will be recalled that this product was very scarce during the greater part of the war and post-war period. Tinplate is also expected to come in increased quantities and at reduced prices.

Better Outlook For Canada Plates

Montreal.

CANADA PLATES.—While there has been no quotable change on Canada plates here, the outlook is somewhat better for next year. A manufacturer who uses hundreds of boxes himself and who distributes many more, states that there will be an ample supply for the coming season and indicates that these will be available for considerably less money.

1921 *Oil Stoves May Be Expensive*

Montreal.

OIL STOVES.—This is the time of year when importers have to make up their specifications on oil stoves. Just now there is a feeling in some circles that prospects of lower prices for next season are remote. One manufacturer selling this line for Canada said that it looked as if 50 to 75 cents more per stove would have to be charged. The situation will, it is expected, be clearer after the first of the year, perhaps before.

Stoves Are Held; Are Good Sellers

Montreal.

STOVES AND RANGES. — On the whole stoves and ranges have sold fairly well this fall. True, retailers have bought carefully, but there has been quite an output, manufacturers report. Prices have held unchanged, and any reduction will, some say, be a matter for future consideration. Heating stoves have sold specially well this year, the demands not being exhausted yet.

Fishing Tackle For Season 1921

Montreal.

FISHING TACKLE.—For the past two or three years it has not been an easy matter to obtain fishing tackle in necessary quantities. Manufacturers' representatives are now getting samples ready and there will, Hardware and Metal understands, be some new lines on the market this year.

Wares Rather Quiet; Discounts Are Held

Montreal.

WARES.—No new feature has developed in the ware list. Prices on enameled ware and stamped goods are steadily held. Until the steel producers in the States make a move with regard to price basis some manufacturers feel that there will be little change in prices on manufactured goods. The latter are working high-priced stock down to a minimum, and later some easing of price will be more likely.

Sleigh Bells Move; No Price Changes

Montreal.

SLEIGH BELLS.—While there has been little change in sleigh bells, the present moveemnt to the trade is fairly brisk. The line has not, of recent years, been an important one with many jobbers, sales being made largely in rural sections where automobiles do not travel in cold weather, extensively. Prices are unchanged and there will not be a strong likelihood of changes coming on this year's supplies.

Better Sheet Supply; Gradual Reductions

Montreal.

SHEETS AND PLATES. — There should be an easing of the price basis on galvanized and black sheets from now on. A nominal situation prevails here and supplies have improved very much in recent weeks. There is less demand than for some time past, the trade being in possession of such quantities as they need. Importers say that to reduce prices much at present would not prove a stimulus to business as there is no great need for increased tonnage at the consumer end.

BLACK SHEETS—	
10 gauge	9 00
12 gauge	9 25
14 gauge	9 50
16 gauge	9 50
18-20 gauge	10 40
22-24 gauge	10 50
26 gauge	10 55
28 gauge	10 70
GALVANIZED SHEETS—	
U.S. Standard—	
10¾ gauge	13 75
28 gauge	13 25
26 gauge	13 00
22 to 24 gauge	12 85
20 gauge	12 65
18 gauge	12 65
16 gauge	12 50
English Standard—	
28 gauge	13 50 13 00
26 gauge	13 25 12 95
24 gauge	12 65 12 35
22 gauge	12 30 11 90
18 and 20 gauge	11 60 11 75

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Bar Iron at $4.95; Improvement Slow

Montreal.

IRON AND STEEL.—There has been little new in the bar situation with the exception of an easing in the basis on common bar iron, this selling as low as $4.95 per 100 pounds base. Doubtless there will be gradual easing of prices on this line, but there has been no change this week in any grade of steel. The mills have been rolling overtime and this ought to help jobbers accumulate a certain amount of stock.

IRON AND STEEL

Common bar iron, 100 lbs.	4 95
Refined iron	6 65
Iron finish machinery steel	5 25
Mild steel	5 30
Band steel	5 80
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	5 30
Tire steel	5 50
Toe calk steel	6 20
Harrow Tooth Steel	5 45
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

NOTE—Refined Iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Softer Undertone; Wire Solder Less

Montreal.

LEAD PRODUCTS.—There has been a softening of the undertone on lead products and this has reached wire solder. The new prices on this are as follows: 40-60, per pound, 32 cents; 45-55, 34¾ cents; 50-50, 36¼ cents. Lead sheets and pipe are steady and unchanged. There is a fair business, but this is of the small, pick-up variety, the trade being inclined to buy sparingly in anticipation of obtaining some concessions on future requirements.

Lead pipe, per 100 lbs.	16 00
Lead waste, per 100 lbs.	17 00
Note.—Lead pipe is subject to a discount of	10%
Lead traps and bends	List plus 15%
Lead wool, lb.	0 14
Lead sheets, 2½ lbs.	0 12
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 11½
Do., 4 to 8 lbs. sq. ft.	0 10½
Cut sheets ¼c lb. extra and cut sheets to size. ¾c lb. extra.	
Solder, guaranteed, lb.	0 31½
Solder, strictly, lb.	0 29½
Solder, commercial, lb.	0 26½
Solder, wiping, lb.	0 26¼
Solder wire (8 gauge)—	
40-60	0 32
45-55	0 34¼
50-50	0 36¼
Zinc sheets, casks	0 16½
Do., broken lots	0 17

Still Downward Go Old Material Prices

Montreal.

OLD MATERIAL.—Prices are still on the soft side. There is very little movement, and dealers are of the opinion that, no matter what prices are there would be little purchasing on the part of the mills using old scrap. Declines have been named this week on brass and copper, while wrought iron, malleable scrap, heavy melting steel and busheling are all reduced in price several dollars per ton.

DEALER'S BUYING PRICES

Automobile tires	....	0 01
Yellow brass	0 06	0 07
Red brass	....	0 09
Light brass	....	0 05
Scrap zinc	0 05	0 05½
Lead, heavy	....	0 05
Lead, tea	....	0 02½
Light copper	....	0 10½
Heavy copper	....	0 11
Wrought iron, No. 1, per gr. ton	15 00	16 00
Malleable scrap (ton)	....	15 00
Pipe scrap, per ton	9 00	10 00
Stove plate, per ton	....	25 00
Heavy melting steel	....	15 00
No. 2 busheling	8 00	10 00
Boiler plate	....	13 00

Pipe Situation Will Be Improved

Montreal.

IRON PIPE.—Prices are bound to improve on wrought iron pipe if deliveries can be maintained, and some stock accumulated. Thus far there has been so insistent a demand for pipe that jobbers have been unable to assemble any excess stock to speak of. There is considerable demand yet but this will ease off materially from now on. It should mean, within a comparatively short time, that competition will be keener, and there will be a tendency to make concessions. No. 46 list, as given herewith, is still effective.

Standard Buttweld Pipe
List No. 46
Per 100 Ft.

	Steel		Gen. Wrought Iron	
	Blk.	Galv.	Blk.	Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.81	7.41	5.91	8.01
½	7.10	8.63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	23.74
2	28.31	34.97	32.01	38.67
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel		Gen. Wrought Iron	
	Blk.	Galv.	Blk.	Galv.
2	$32.01	$38.67	$ 35.71	$ 42.87
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2.66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4.39	4.39	5.21

General Lowering of Ingot Quotations

Montreal.

INGOT METALS.—There is a continual quietness surrounding the ingot metal market here, and trade is very light.

TIN.—London markets are weaker on tin and this has made a reduction consequent in this market. A price of 46 cents per pound being quoted this week.

COPPER.—This is ruling downwards

still and "electro" is quoted at 19¼ cents, and casting at 19 cents.

LEAD.—This is weak and has declined again in London. A price of 7¾ cents per pound is quoted here.

SPELTER.—This is easing in price and the undertone is much softer with 8¾ cents per pound quoted.

ANTIMONY.—There is little new to say regarding antimony, which is selling 8½ cents per pound.

ALUMINUM.—There is nothing new on aluminum which continues to sell at a price of 34 cents to 35 cents per pound.

Toronto Markets

TORONTO, Nov. 25.—There is practically no change in the situation of the greater part of hardware lines. Prices for the most part remain stationary, but seasonable lines such as snow shovels, skates, hockey sticks, game traps, etc., show very small stocks in jobbers' hands and give every indication of being extremely scarce.

Some deliveries of Canada plate have been made this week, and supplies of bar iron and steel and pipe are more plentiful.

There are some lower quotations made on black sheets, but galvanized sheets remain unaffected.

Business generally is reported to be quieter except for seasonable goods and Xmas lines which are moving out well.

Ware Supplies Improved; Prices Maintained

Toronto.

WARES.—Deliveries of wares, including enamelled, tin and galvanized, are reported to be of a better character now, and manufacturers are getting materials easier now and shipments of many lines which have been scarce for a long time now going forward. One manufacturer told Hardware and Metal that a large proportion of the goods being shipped out at the present time represented orders which they had been waiting materials for, and were not new business. Prices are being maintained.

Woodenware Shows Firmer Tendencies

Toronto.

WOODENWARE.—Prices on all lines of woodenware are ruling firmly and with the present high cost of lumber there appears no chance of expecting any lower prices on these goods.

Washboards are unchanged at prices as per current market pages, and sleeve and regular ironing boards are also firm.

The six and eight-arm towel racks or clothes dryers are about 30 per cent. higher in price now. There is a quantity of wood faucets which retail for 25 and 30 cents on the market now, and at the present time the demand for these is very good.

Iron and Steel; No Change; Easier Tone

Toronto

IRON AND STEEL.—There has been an improvement in supplies of bar iron and steel, and conditions are easier. Jobbers state that the demand has dropped off considerably. Some lines show an easier tone, but there is no change in prices from the base of $5.50. Quotations are given below:—

IRON AND STEEL

Common bar steel, 3-16 in. and lighter	$ 6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and lighter	6 00
Common bar iron, ¼ in. and heavier	5 50
Horseshoe iron	6 00
Tire steel	5 95
Band steel	6 00
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	6 00
Hoop steel	7 50

O'Cedar Mops; New Line Offered

Toronto.

O'CEDAR MOP.—A new line in O'Cedar mops is being made, and will be ready for the trade about the 1st of December. This mop, which is smaller than the regular one, will retail for $1.25.

Some Deliveries of Canada Plate

Toronto.

CANADA PLATE.—Some deliveries of this commodity have been made lately. It has been such a scarce article for a long while that it will quickly be absorbed. Dealers have been cutting up large black sheets to make up into stove pipes and elbows.

Pipe Supplies Improving; Prices Unchanged

Toronto.

PIPE.—Manufacturers report that they are getting better supplies of "skelp," and that shipments are improving, and in a short time now there should be a very noticeable difference in deliveries of pipe.

No changes of price are announced and list No. 46 is still in force.

LIST NO. 46

Standard Buttweld Pipe

Per 100 ft.

	Steel Blk	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8.63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.17
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe

Per 100 ft.

	Steel Blk	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
2	$32.01	$ 38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2.66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4.39	4.39	5.21

Compression Goods; No Price Changes

Toronto.

COMPRESSION GOODS.—No change is reported in bibbs or valves. The demand for the larger sizes is declining, but a good volume of business is reported still in the smaller sizes.

Stocks are sufficient to take care of present demands and no alteration of prices is expected at present.

Quotations are given on principal lines.

Compression work, standard	25%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	28-30%
Flatway stop and waste cocks, standard	25%
Roundaway stop and waste cocks, standard	25%
Brass steam cocks, standard	add 10%
Globe, angle and check valves, standard	add 5%
J.M.T.	plus 10%
J.M.T. C.	Net
Gate or straightway	Net
Jenkins gate valve	10%
Standard gate	list plus 5%
Jenkins Globe	list plus 20%
Radiator valves, standard	23%

Lower Price on String Mop Cloths

Toronto.

TWINE MOP CLOTHS.—There has been a reduction of about 12½ per cent. in the price of twine mop cloths. This affects both Canadian and the American makes.

Sheets and Plates; Black Sheets Lower

Toronto.

SHEETS AND PLATES.—Better deliveries of black sheets are noted, and some lines of galvanized are reported to be in better shape. Prices are still varied, some lower quotations being noted on black sheets.

Galvanized sheets are holding firmer than black. This is probably on account

of the scarcity and the smallenss of stocks.

Mills are reported to be operating from 50 to 75 per cent. of capacity, but the greater part is said to be on old orders and not on new business. Some lower quotations are being made in primary markets on plates.

Pittsburgh quotations on sheets remain nominally the same, but makers are shading their prices on these also towards corporation prices.

BLACK SHEETS

14 gauge	....	$10 15
16 gauge	....	10 25
18-20 gauge	8 45	9 70
2-24 gauge	8 50	10 25
26 gauge	8 55	10 30
28 gauge	8 65	10 00
3-16 inch plate	6 50	7 00
¼-inch oiler plate	5 50	6 50

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

		Premier	Apollo	
10¾ oz.	....	$12 50	13 25	$15 00
U.S. 28	....	12 70	12 85	14 75
U.S. 26	....	12 40	12 55	14 25
22 and 24	....	12 25	12 40	14 00
18 and 20	....	11 95	12 10	13 75
16	....	11 95	12 10	13 50
12 and 14	....	11 20	11 95	....

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Swedish Pliers; New Stocks and Prices

Toronto.

PLIERS.—The Swedish diagonal cutting plier which has been off the market for some time is now being offered again, and the 4½-inch is quoted at $16.50 per dozen, and the 5-inch at $21.00.

Snow Shovels in Demand; Stocks Are Low

Toronto.

SNOW SHOVELS.—The sales of snow shovels and sidewalk scrapers have been very large lately, and stocks in jobbers' hands are reported to be extremely low. Supplies are scarce at present and hard to obtain. Prices are unchanged.

Limited Supplies of Hockey Sticks

Toronto.

HOCKEY STICKS AND SKATES.—Jobbers report that stocks of these goods are very limited at the present time, with a shortage apparent in both. The present high cost of lumber is indicated in the prices quoted for hockey sticks.

Flat Ware Selling; Stocks in Fair Shape

Toronto.

SILVERPLATED FLATWARE.—Stocks of silverplated flatware are at the present time reported to be in much better shape than they have been for two or three seasons. Sales have been good and at this time of the year there is a large demand for these lines for Xmas trade, as they are particularly suitable for gifts. Prices continue firm on these goods.

Hardware Price Tendencies Upward in Past Five Months

At the present time when a great deal of attention is being given to the question of declines in the prices of commodities it is interesting to examine hardware prices and see how they compare with the changes in other commodities.

The following table gives the present value of basic hardware lines compared with the prices of the same lines five months ago (June 26). The index figure of 100 is used, and figures also show the percentage of increase or decrease. For instance, an increase of 25 per cent. would be indicated by the figure 125, and a decrease of 25 per cent. by the figure 75, and 100 means no quotable change from the prices of midsummer.

The declines have been chiefly in metals, cordage, cotton goods, window glass, lead products, linseed oil and turpentine. Manufactured articles generally show an increase, and wares, especially woodenware, have advanced considerably.

The increase in prices of wire and wire nails has been varied on account of the recent introduction of new list of "extras." Whereas the advance on base size nails, 5-inch, has been 5 per cent.; the increase on smaller sizes is more; 1¼-inch having advanced 12 per cent.

The average of lines shown works out at 102.8, making an average increase of nearly 3 per cent.

Axes, Single Bit	100	Poultry Netting	110
Leather Belting, Standard	100	Coal Oil	107
Sheet Brass	85	Gasoline	111
Carriage Bolts	100	Oakum, Plumbers'	95
Wash Board, Zinc	108	Tar Paper	122
Steel Butts, L.P.	100	Tarred Felt	106
Range Boilers	100	Coal Tar, Crude	116
Cement, Portland	145	Clay Picks	109
Churns, Hand	136	Pipe, Galv., 1 inch	103
Canada Plate	143	Lead Pipe	94
Chain, Proof Coil	113	Ready Roofing	104
Sash Cord	80	Rope, Pure Manila	87
Crow Bars	112	Rope, Cotton, Base	68
Files	100	Wood Screws	100
Glass	82	Shovels	100
Grindstones	143	Sheets, Galvanized	109
Sledge Hammers	104	Solder	88
Hinges, Strap	100	Fence Staples	111
Iron, Common Bar	100	Wares, Enamelled (St. Grey)	106
Sad Irons	115	do., Pierced Tinware	109
Lawn Hose	91	do., Galv. Pails	110
Lanterns	120	Stove Pipes	114
Lantern Globes	153	Sash Weights	110
Ingot Metals (Copper)	81	Steel Wire, base	100
do., Tin	75	Screen Wire Cloth	97
do., Lead	81	Wringers	111
do., Spelter	86	Waste, Cotton	92
do., Aluminum	100	White Lead in Oil	101
Washing Machines	108	Linseed Oil, Raw	50
Lawn Mowers	120	Turpentine	55
Wire Nails, base	105	Ready Mixed Paints	100
do., 1¼ inch	112	Putty, Standard	103
Horse Shoe Nails	106	Rosin	83

No Price Change in Leather Belting

Toronto.

LEATHER BELTING.—No changes have been made in the discounts on leather belting, and prices remain firm. Business has been very good and stocks in jobbers' and manufacturers' hands are said to be small.

Pipe Fittings Held Unchanged

Toronto.

PIPE FITTINGS.—Some sizes of pipe fittings show improvement in deliveries. Malleable fittings are coming round better now. The demand is lighter than it was, and stocks in jobbers' hands are larger.

Quotations remain unchanged as follows:—

PIPE FITTINGS

Cast iron fittings	Plus 10%
Plugs	7½%
Bushings	10%
Unions, ¼-in. to 2½-in.	30%
Do., ⅛-in. to 3-in. and larger	25%
Dart unions, ¼-in. to 2-in.	8%
Do., 2½-in. and larger	Plus 5%
Nipples, up to 4-in.	50%
Do., 4½-in. and larger	40%
Do., running thread, 4-in. and under	20%
Couplings, 4-in. and under	20%
Couplings, 4½-in and larger	Net list

MALLEABLE FITTINGS

	Black	Galv'd
Class A	0 70	0 85
Class B	0 30	0 40
Class C	0 20	0 30

Stocks of Cutlery; Carving Sets Scarce

Toronto.

CUTLERY.—Stocks of case carvers in sets are reported to be very low and there is very little indication of fresh stocks being received in time for the Xmas trade.

Stainless table cutlery is very scarce and supplies from England are very slow in arriving. Prices on these goods are considerably higher than they were, and show no signs of any declines.

Some jobbers report having recently received some stocks of the lower standard lines of English pocket cutlery and are fortunately in fairly good shape to

take care of any reasonable demand for these goods.

Ruby Lantern Globes Are Higher

Toronto.

RUBY LANTERN GLOBES.—These goods which have been very scarce for some while are once more available and the present selling price is but little higher. They are quoted at $5.75 per dozen.

Cross-cut Saws Show Good Demand

Toronto.

CROSS-CUT SAWS.—Sales of cross-cut saws, cant hooks and other lumbering tools have been very good, and indicate an active demand for all lines of logging camp equipment.

Quotations on saws are firm and unchanged.

Supply of Axes Exceeded by Demand

Toronto.

AXES.—The sales of axes have been good and they have been moving out freely, jobbers report, but manufacturers are stated to be behind with their orders and deliveries of these goods are slow at the present time.

Auto Accessories; Winter Lines Moving

Toronto.

AUTO ACCESSORIES.—Although for many lines the demand of auto accessories has dropped off, there have been large sales lately of anti-skid chains, engine heaters, anti-freezing mixtures, and other lines that usually sell at this time of the year. Prices on most lines of accessories continue unchanged.

Game Traps; Demand Good; Stocks Low

Toronto.

GAME TRAPS.—A big demand is being experienced for game traps and the manufacturers are very much behind with orders. Traps bid fair to be as scarce this season as they were last. The high price paid for furs and the removal of the close season on beaver was responsible for a big demand for the larger sized traps. Prices continue very firm and there are no indications of these lines being any cheaper.

Cheaper Auto Tires For Next Spring

Toronto.

AUTO TIRES.—New prices are in effect for spring booking for auto tires. The new prices are from 5 to 10 per cent. lower than this season's prices on tubes and outer covers.

Packages Skate Screws Costing More

Toronto.

SKATE SCREWS.—There has been an increase in the price of skate screws put up in sets in paper packages, and these are now quoted at 68 cents a carton of one dozen packages.

Asbestos Products Are Holding; No Changes

Toronto.

ASBESTOS PRODUCTS.—This season has seen a very strong demand for all kinds of asbestos products, and though the sales of roofings, shingles and sheathings has now fallen off to a certain extent there are still good calls for asbestos pipe coverings, boiler coverings and asbestos cements, etc.

Prices are still ruling very firm, and Hardware and Metal is informed that very little change can take place while labor costs remain as they are at present.

Cotton Waste Holding Unchanged

Toronto.

COTTON WASTE.—No further changes have been made in cotton waste prices. The demand is a little quieter now, but is said to be seasonable. Prices are as per current market quotations pages.

No Changes in Gasoline or Oil

Toronto.

GASOLINE AND COAL OIL.—Prices are being maintained on gasoline and coal oil. On account of recent declines in the United States and in England on gasoline there is an impression that a revision may take place in the near future.

Royalite is quoted at 29c, and moter grade gasoline at 42c.

Nails Hold Firm; Supplies Improve

Toronto.

NAILS.—Supplies of wire nails show improvement in deliveries. Prices continue unchanged and the wire nail base is $6.40, and cut base $7.35.

Rope Holding at Recent Decline

Toronto.

ROPE.—Rope is holding at the declines reported last week.

Pure manila at 31 cents base.

Present business is said to be rather quiet, but there is not very much expected at this time of the year in cordage.

The new quotations are given below:

Pure Manila basis	....	0 31
Beaver Manila basis	....	0 24
New Zealand hemp basis	....	0 24
Sisal basis	....	0 21
Single lath yarn basis	....	0 21
Double lath yarn	....	0 21½
Yacht marline, tarred	....	0 57
Halyards	....	0 50
Hemp, deep sea line basis	....	0 50
Do., tarred ratline basis	....	0 43
Do., tarred bolt rope basis	....	0 45
Marline and Houseline	....	0 45

Broom Prices Show no Change

Toronto.

BROOMS.—Despite the number of vacuum cleaners on the market the demand for both corn and hair brooms shows no signs of diminishing and sales are as large as ever they were.

Prices are firm, and manufacturers hold out no hope of corn brooms being any cheaper this season.

The demand for the broom specially made for "curlers" has been very large and prices are unchanged.

Lead Products Unchanged; Easier Tendencies

Toronto.

LEAD PRODUCTS.—No change is reported in local markets on lead and zinc products, and prices are being maintained at recent reductions. Another reduction has taken place in pig lead prices on U.S. markets, and it has been cut there to $6.00. Further declines are also reported from London markets.

The demand for lead pipe and sheets is said to have fallen off to a certain extent. Traps and bends are meeting with fair sales.

Quotations are the following:—

Lead pipe, list, per lb.	....	0 16
Lead waste pipe, list, per lb.	....	0 17
Do., over 8 in., list, per lb.	....	0 18
Lead pipe is subject to a discount of 10%.		
Lead traps and bends	Plus 15%	
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	....	0 12¼
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, lb.	....	0 41
Solder, strictly, lb.	0 30	0 32
Solder, commercial, lb.	....	0 29
Solder, guaranteed, lb.	....	0 32
Solder, wiping, lb.	....	0 28
Zinc sheets, per lb.	....	0 19

Waste Materials Quiet;

Toronto.

WASTE MATERIALS.—The waste material market is reported to be very quiet, with every indication that lower prices may prevail.

The chief factor is the complete cessation of new business. Scrap iron prices are nominally unchanged and dealers are uncertain what prices are going to be in these lines.

Copper, brass and heavy lead scrap are unchanged, but are easier in tone. Nominal quotations are as follows:—

WASTE MATERIAL		
No. 2 busheling		$13 00
Stove plate, per ton	28 00	29 00
Yellow brass	0 07½	0 08
Red brass	....	0 15¾
No. 1 machinery cast	37 00	38 00
Heavy melting steel	22 00	23 00
Heavy copper	0 12	0 12½
Scrap zinc	....	0 05½
Light brass	0 05	0 05½
R. Rd. wrought iron, No. 1, gr. ton	24 00	25 00
Heavy lead pipe	0 05	0 06
Old rubbers, boots and shaes	0 04	0 04½
Overseas lumbermen's rubber boots	....	0 04
Bicycle tires	0 01	0 02
Tea lead	....	0 03
Automobile tires	0 01½	0 02

Ingot Metals Again Dull; Some Lower Prices

Toronto.

INGOT METALS.—Unvarying dullness is the feature of the ingot metal markets, with lead and spelter down. Tin would be lower but for a recovery in exchange which offsets the declines in the primary markets.

TIN.—Standard tin broke from £8 10s. to £9 15s. on London markets with demand stagnant and U.S. buyers holding off. But the rise in exchange offsets the decline in home markets, and it is held unchanged at 45 to 47 cents.

LEAD.—U.S. markets report a cut of $10 a ton in lead. The reduction has failed to stimulate any demand, and market is very dull.

Quotations are lower here at 8¼ cents per lb.

COPPER.—Total curtailment of production is favored by many of the leading producers. Quotations are down to pre-war prices in primary markets but mining costs have not come down. Markets are dull with local quotations unchanged at 19½ cents for casting copper.

SPELTER.—The market for spelter is weaker with quotations lower. Prices range from 9 to 13 cents according to grade.

ALUMINUM.—A dull market is reported in this and dealers look for no change in this respect until the beginning of the year. Quotations are unaltered at 37 to 39 cents.

London Markets

LONDON, Ont., Nov. 25—Another good week's business is reported by the hardwaremen in this district. Snow shovels, hand sleighs and many other winter lines are now selling well. Merchants are now preparing for the Christmas trade and anticipate a good volume of business. The majority of hardware prices are holding very firm. Linseed oil and turpentine have declined again and window glass is quoted a little lower. Collections are said to be in a very healthy condition.

Linseed Oil Lower; Down 5 Cents

London, Ont.

LINSEED OIL.—Another decline has been made in the price of linseed oil. The base price here is $1.25 per gallon. Sales are fair at the present time for this season of the year. Following are the quotations:

	Raw, Gal.	Boiled, Gal.
1 to 2 bbls.	1.25	1.28
3 to 5 bbls.	1.24	1.27
6 to 9 bbls.	1.22	1.25

Less bbls., add 15 cents gal.

New Lower Price For Turpentine

London, Ont.

TURPENTINE.—A new quotation is made on turpentine and this is now selling at a reduction of 10 cents per gallon from last week's prices. New prices are as below:

1 bbl. lots, $1.80 Imp. gal; 2 to 4 bbl. lots, $1.79; 5-gal lots, $1.9'.

New Quotations on Window Glass

London, Ont.

WINDOW GLASS.—New lower prices have been issued here on window glass and single and double diamond is being quoted at 30 per cent off list. Cut lights are 40 and 10 per cent. off light list.

New Net Prices Figured at 30% Off.

	Per 100-ft. Case. Single Dia.	Double Dia.
Up to 25 in.	13 93	16 03
26 to 34	14 56	17 40
35 to 40	15 26	18 48
41 to 50	16 45	21 00
51 to 60	17 22	21 56
61 to 70	18 55	22 89
71 to 80	.....	24 78
81 to 84	.....	31,82
85 to 90	.....	34 20
91 to 94	.....	34 86
95 to 100	.....	40 99
101 to 105	.....	45 75
106 to 110	.....	51 17

Putty Selling Well; Latest Quotations

London, Ont.

PUTTY.—There is a good demand for putty at the present time and sales are fairly large. A new price has just been announced, making a reduction of 50 cents per 100 pounds on both pure and standard. New quotations are as under:

Standard 100-lb. drums, $8.05 per 100 lbs; 25-lb. drums, $8.30. Pure, 100-lb. drums, $10.55 per 100 lbs.; 25-lb. drums, $10.80.

Nail Supply Improving Good Sale Continues

London, Ont.

NAILS.—A good sale continues for both wire and cut nails and supplies of wire nails are coming round better now. The base for wire remains unchanged at $6.25 and for cut at $7.50.

Rope Holding at New Price

London, Ont.

ROPE.—The sales for rope are smaller now. The price is holding at recent change. Present quotations are:

Pure Manila, 31c base; Beaver Manila, 24c; New Zealand hemp, 24c; Sisal, 21c.

Good Sales of Cross-cut Saws

London, Ont.

CROSS CUT SAWS.—There is a good demand for cross cut saws here and these goods are firm in price.

Present quotations on Champion and Philadelphia Lance are 75 cents per foot The following makes, Premier, Maple Leaf Lance, Maple Leaf Racer, Pangburn, Simonds and Distons, are quoted at 5 ft., $5.80; 5 1-2 ft., $6.60; 6 ft., $7.55 each.

Flash Lights and Batteries Have Big Sales

London, Ont.

FLASH LIGHTS AND BATTERIES.—There has been a very large demand this season for flashlights and batteries. The different makes are holding firm in price and are unchanged.

Royal Purple Calf Meal At Lower Prices

London, Ont.

ROYAL PURPLE CALF MEAL.—New lower prices are issued for this line of calf meal, due to lower quotations on grain, etc. The 25 pound sacks are quoted at $5.00 per 100 pounds; 50 pound sacks at $4.95 and 100 pound sacks at $4.90.

Lower Prices on Auto Tubes and Tires

London, Ont.

AUTO TIRES.—Lower prices are quoted for auto tires, tubes and covers for spring booking of 1921. The reduction is from 5 to 10 per cent.

Alabastine Being Booked At This Year's Prices

London, Ont.

ALASBASTINE.—This commodity is being booked for next season's delivery at the same prices as the present year. Quotations are 16 cents per pound less 40 per cent., and for half sized packages 50 cents case extra. Cases of 100 pounds.

Bug Finish Booked at Present Prices

London, Ont.

BUG FINISH.—The spring booking prices on church's bug finish are the same as for this season and are as follows:

1 bbl bulk at one time, $9.25 bbl., net cash; 4 bbls. bulk at one time, $9; 1 case of 20 only, 5-lb. pkgs., $5.50 base, net cash; 2 cases of 20 only, 5-lb. pkgs., $5.25; 1 case of 80 only, 1-lb pkgs., $6.70 case, net cash; 2 cases of 80 only, 1-lb. pkgs., $6.45.

Tinned Spoons Slightly Advanced

London, Ont.

TINNED SPOONS.—There has been a slight advance in the price of tinned spoons and the new quotations on No. 900 line are the following:

Tea spoons, $4.90 per gross; dessert spoons, $9.60 and table $9.75.

Axe Wedges Take on Higher Price

London, Ont.

AXE WEDGES.—A new higher price has been made on axe wedges and Blue Top are quoted at 90 cents per dozen and Climax at 65 cents.

Rochdale Hand Pruners Are Now Higher

London, Ont.

ROCHDALE HAND PRUNERS. —A new higher price is quoted on Rochdale hand pruners and the No. 35 now costs $22.50 per dozen, while the No. 38 is selling for $28.50.

Pyrex Glass Ovenware Present Quotations

London, Ont.

PYREX GLASS OVENWARE.—There has been a very good demand for this glass ovenware this fall and it is quoted at list, less 30 per cent. The list prices for some of the best sellers are the following:

Casseroles—No. 167, $2.50 each; No. 168, $2.75; No. 193, $2.50; No. 194, $3.50; No. 183, $2.50; No. 184, $2.75; No. 100, $4.25; No. 101, $3.50.
Pie Plates—No. 202, $1.25 each; No. 203, $1.50; No. 1203, $1.75.
Utility Pans—No. 231, $1.75 each; No. 232, $2.50.
Gift Sets—No. 1216, $10.00.
Bake Dishes—No. 464, $1.40 each; No. 465, $1.75; No. 466, $2.00; No. 120, $2.50; No. 121, $2.00; No. 122, $1.75; No. 123, $1.40.
Bread Pans—No. 212, $1.50, each; No. 214, $2.50.
Cake Dishes—No. 221, $1.25 each.
Custards—No. 423, 35c each; No. 422, 40c.

Wagons, Cars and Sleighs Are Selling Well

London, Ont.

COASTER WAGONS, SLEIGHS, ETC.—There is a very good sale just now for auto wheel coaster wagons, kiddie cars, sleighs and other wooden toys, suitable for the Xmas trade, and prices on these are the following:

Auto Wheel Coaster Wagons—No. 00, $62.00, doz.—List; No. 01, $116.00; No. 1, $133.00; No. 2, $145.00; No. 3, $160.00; No. 4, $182.00.
(Less 35 per cent.)
Kiddie Kars—No. 3, $2.00, each; No. 4, $2.33.
Hand Sleighs—Canadian Buffalo Sled make, 35 per cent. off list.

Ash Sifter Sales Increased Lately

London, Ont.

ASH SIFTERS.—An increase in the demand for ash sifters during the past couple of weeks is reported. The common wood side is selling for $3.75 per dozen, the Banner at $3.65 each, and the No. 1 Rocker at $6.25 each.

Alarm Clocks Have Good Demand

London, Ont.

ALARM CLOCKS.—The demand for alarm clocks has been large and sales have been good. Some lines have been hard to obtain and stocks of these particular makes are sold as soon as received. Quotations on leading lines are the following:

Good Morning, $1.60, each; Sleepmeter, $2.50; Big Ben, $4.00; Baby Ben, $4.00; Twilite, $5.00; Winlite, $6.00; Moonlite, $6.00.

Universal Posthole Diggers at Higher Price

London, Ont.

UNIVERSAL POST HOLE DIGGER. —An advance has been made in the price of the Universal post hole digger and this line is now being quoted at $31.00 per dozen for the No.1 with 5 ft. handle, the No. 2, with 6 ft. handle costing $34.50 per dozen.

Big Demand For Snow Shovels

London, Ont.

SNOW SHOVELS.—The recent snow storms have greatly stimulated the sales of snow shovels and the demand for these articles has been large this past week. Quotations are the following:

Common Japanned, $4.90 doz.; Prince or No. 20, $11.25; Queen, or No. 30, $12.50; King, or No. 40, $15.00; Moose, or No. 50, $18.75.

A Rush For Auto Chains; Present Quotations

London, Ont.

AUTO CHAINS.—This last few days has witnessed a big run on auto chains, caused by the stormy weather. These lines are quoted at 25 per cent. off list.

Following are the list prices on some of the best selling sizes:

	Rid-o-Skid. Pair.	Weed. Pair.
30 in x 3½ "	3 50	6 00
32 x 3½	3 70	6 60
31 x 4	3 80	7 20
32 x 4	3 95	7 20
33 x 4	4 00	7 80
34 x 4	4 20	8 40
35 x 4	4 30	9 00
32 x 4½	4 25	8 40
33 x 4½	4 35	9 00
34 x 4½	4 50	9 00
35 x 4½	4 60	9 60

Winnipeg Markets

WINNIPEG, Nov. 25.—Very few changes in prices have been made this week on important lines. The prices on the majority of hardware commodities are holding firm and the changes are of a light character and are fewer in number. There is a decline in the price of rope and turpentine, a slight advance in the price of braziers' copper, and a few lines of builders' hardware have slightly higher prices. Some lines of brass goods are quoted at a little higher prices. Trade has been exceptionally good during the past week and winter goods are moving out fairly well. The weather in the West for the past week has not been very favorable for winter goods and judging from the amount of business now being done in these lines, a good trade is looked for during the next few weeks. Collections are fairly good.

Shortage Exists on Game Traps

Winnipeg.

GAME TRAPS.—During the past few weeks there has been a good demand for game traps and up to the present there has not been much improvement in deliveries. There seems to be a great shortage of some sizes and if conditions do not change soon it will be impossible to fill all orders.

Rope Prices Show a Decline

Winnipeg.

ROPE.—A reduction in rope prices took place this week, and pure manila shows a reduction of 3 cents per pound and British manila or African hemp 1 1-2 cents. Lath yarns are also reduced 1-2 cent per pound. Following are new quotations:

Sisal—¼ and 5-16 in., 25¾c per lb.; ⅜ in., 25¼c; 7-16, ½ and 9-16 in., 24¾c; ⅝ in., 24¼c; ¾ and larger, 23¾c.
British Manila—¼ and 5-16 in., 29¼c per lb.; ⅜ in, 28¾c; 7-16, ½ and 9-16, 28¼c; ⅝ in, 27¾c; ¾ and larger, 27¼c.
Pure Manila—¼ and 5-16 in., 36¼c per lb.; ⅜ in., 35¾c; 7-16, ½, 9-16 in., 35¼c; ⅝ in., 34¾c; ¾ and larger, 34¼c.
Sisal Lariat, Dry—3 x 7-16, 28¾c per lb.; 4 x 7-16, 29¾c.
Manila Lariat — 3 x 7-16 in., 39¼c per lb.; 4 x 7-16 in., 40¼c.
Lath Yarn—23¾c per lb.

Higher Prices; Braziers' Copper

Winnipeg.

BRAZIER'S COPPER.—Prices are a trifle higher on brazier's copper, but it is thought they have reached the high water mark and from now on the market should be easier. Following are this week's quotations:

28 gal, 55c per lb.; 26 gal., 54c; 24 gal, 52c; 22 gal., 52c; 20 gal., 52c; 18 gal., 50c; 16 gal., 50c.; 14 gal., 50c; 12 gal., 50c; 10 gal. 50c.

Pipe Supply Shows Little Improvement

Winnipeg.

PIPE.—The demands for black and galvanized pipe still exceed the supply. The manufacturers seem unable to supply the trade with their needs and it will be a few weeks yet, perhaps, before

any relief will be forthcoming. At this season of the year the demand for this line usually has a falling off and if such is the case this year stocks should soon be in better shape than they have been for some time.

Big Demand For Stoves and Heaters

Winnipeg.

STOVES AND HEATERS.—There is at the present time a big demand for all kinds of stoves, ranges and heaters. The supply is fair but not sufficient to meet all requirements. The manufacturers hope to improve conditions in the near future, but in the meantime every effort is being concentrated on supplying orders in hand.

Soldering Copper Prices Slightly Advanced

Winnipeg.

SOLDERING COPPERS.—The prices have been advanced a little on soldering coppers this week, and are as follows: 1 lb., 63 cents per lb.; 1½ pound, 60 cents per pound; 2 pounds, 58 cents per pound; 2 1-2 pounds, 57 cents per pound; 3 pounds or over, 55 cents per pound.

Good Demand For Nails; Firm and Unchanged

Winnipeg.

NAILS.—There is very little change in the nail situation. The demand is fairly good for the season of the year, due probably to the fine weather prevailing all over the West, permitting building operations to be carried on to a greater extent than usual. Deliveries are somewhat improved on wire nails and the base price remains unchanged at $7.35.

Woodenware Firm; Advances Expected

Winnipeg.

WOODENWARE.—The prices on all lines of woodenware continue very firm and advances on some of these lines are expected in the near future. Manufacturers of articles made from wood or in which wood forms a part report increased costs owing to higher prices being paid for lumber and the recent advances will in all probability cause them to revise their prices.

Linseed Oil Drops 20c Per Gallon

Winnipeg.

LINSEED OIL.—Linseed oil dropped 20 cents per gallon during the week and is now quoted at $1.45 cents per gallon and boiled linseed oil is quoted at $1.48 per gallon, barrel basis.

Turpentine Declines 40 Cents Per Gallon

Winnipeg.

TURPENTINE.—During the past two weeks there has been a decline in the price of turpentine. A drop of 40 cents per gallon has been reported and the latest price is now $2.50 per gallon.

Pittsburgh Markets

PITTSBURGH, November 24.—The pig iron and steel markets continue stagnant as regards new buying, while there is a further decline in specifications against contracts and a fresh wave of cancellations and postponements. Production, accordingly, is decreasing, and at a more rapid rate than formerly.

There is, in fact, a very sudden ending to the spell of steel scarcity, with heavy pressure upon mills for deliveries. It is by no means remarkable that the change should be sudden, the remarkable thing being that the pressure continued so long after various other industries had become quiet. The end of the period of feverish activity and the decline in inflation was foreseen long ago, even early in the year, when not a few observers were predicting a panic by August, and the Federal Reserve Board undertook to bring about a gradual deflation so as to prevent a smash. The steel industry maintained its activity longer than might have been expected, and naturally when the end came it came suddenly.

In the past two or three weeks the opinion has been spreading rapidly that before this readjustment in the iron and steel industry is completed there will have been declines in the Steel Corporation prices. Until recently, the common, almost universal, prediction was that the steel market would find its level, in the readjustment, by the independent prices dropping to the Steel Corporation level and staying there, the whole market being thus equalized and stabilized, with a fresh buying movement beginning. Many observers predicted that the operation would be completed by March or April. It is strange that the prediction gained such popularity, for it was essentially an unsound one. There was a time when, if the independents had voluntarily reduced their prices to the Steel Corporation or Industrial Board level, buyers would have had confidence in the prices thus made, but the opportunity is past. The order books of some independents are almost exhausted, yet they continue to quote their higher prices. Buyers see that the law of supply and demand is being disregarded by producers and are indisposed to have confidence in any prices quoted. When independents reduce their prices it will be only because they are forced to do so and when the Steel Corporation level is reached the independents naturally will not stop there, as there is no business waiting to be placed at that particular level.

The common prediction now, therefore, is that the independents will eventually go below the Steel Corporation prices. It is seen that the readjustment in business and financial conditions generally, in the direction of prewar prices, is going to go farther than was expected a few months ago would be the case. Production costs, therefore, will come down, and with a decline in costs selling prices for steel below the present Steel Corporation prices are to be expected.

Since last report market quotations on pig iron are down $2 a ton as to Bessemer and $1 on both foundry and basic. The declines occurred on extremely limited transactions, and the next business that develops will in all probability see further declines. The market just now is quotable at $40 for Bessemer, $39 for foundry and $37.50 for basic, f. o. b. valley furnaces, freight to Pittsburgh being $1.96.

SANTA CLAUS COMES

(Continued from Page 39.)

to know if Old Santa is coming to see you this year and what he is going to bring you. Well, that will be a hard question to answer right now because Ido not know just what you are wanting. You know your big fat friend always remembers the little girl and boy that minds their papa and mamma all during the year. A year is a long time to be good, isn't it? Nevertheless I believe so far from here that I cannot come but once a year and I am sure you have all been good.

"Since I saw you last I have had lots of trouble and experienced a hard time in getting my toys ready to show you and they are not as complete as I wanted them to be but are as near as I expect to have them this Xmas, and I have left some samples of my line with the ———— Hardware Co. and I particularly want you to tell your pap and mamma to come and see them and bring you along with them so you you will have the pleasure of looking at my toys. Be sure and write me a letter telling me all your wants so that I may save them for you

"You know this year there is a general feeling of unrest and I am not sure how I am coming to——— but I have made up my mind to be there on Saturday, December 6 at 2.30 p.m. and I am just going to have to ask you to be there and watch how I arrive. I will be so glad to see you and all of my otherlittle friends. Tell all your friends about me coming and do not miss seeing me yourself.

"Now I have lots of letters to write to all my other little friends and want you to be good children till I see you on Saturday, December 6, at 2.30 p.m.

"From your loving Old Santa Claus."

Should Ask for More Co-operation

Advantages of Choosing One Good Line of Paint and Concentrating Effort on It Rather Than Having Odds and Ends of Many Lines—A Paint Manufacturer Says Retailers Can Benefit by Closer Co-operation.

THE advantages of concentrated effort as a factor in making every sales effort in the paint department more effective have been outlined in so far as the sales talk and advertising are concerned. Studying the requirements of the field and then applying every effort along the most important lines is what brings maximum results. This factor can also be applied to the paint stock on the shelves. How many dealers do an injustice to themselves, their customers and the manufacturers by carrying a wide variety of paints? These dealers are always "just out of" the particular quantity and brand which is asked for; the customer may become dissatisfied with continually getting different qualities of paint and the sum total is a drop in the possible volume of sales, which is doing an injustice to dealer, customer and manufacturer. Dealing with this important subject Paul W. Hardy, advertising manager of the Cook Paint and Varnish Co., writes in the American Paint and Oil Dealer.

If a big manufacturer attached a $1 bill to his letter, would it go direct to the waste paper basket? Not until you had separated the greenback from the stationery.

Well, that's exactly what many a retailer is doing with expensive window displays. Many displays which cost the manufacturer $1 in cold cash, and that's buying in one to five thousand lots, finds a permanent resting place in the waste paper baler or remains in the back room.

Now, I realize the amount of display material a live dealer receives—every kind and assortment from a small postal card to a giant cut-out. I know the retailer's time for dressing windows and putting up signs is limited and the available space is small. But where "there's a will there's always a way," and it is like throwing away money not to use a handsome lithograph six-color display which the manufacturer has spent a lot of time, thought and money to produce—all designed to help you sell more goods.

Use Manufacturer's Co-operation

There's not a manufacturer in the country who won't meet you more than half way in furnishing real, live displays for your window, provided you will use them to good advantage. If you are buying from a manufacturer who won't give you this co-operation you are dealing with a firm which doesn't appreciate your business. First of all, tie up with a progressive manufacturer who will furnish good quality products plus co-operation that will put your goods across the counter. Tie up with the best lines for your store, and then stick to them. Don't scatter your efforts over a dozen lines when you only need six. Know the products you handle and why you sell them in preference to others. Don't change your line merely because an aggressive salesman shows you where there's a few cents more profit per gallon. It's not fair to your customers and it's poor business policy.

Here's a concrete example gleaned from actual experience: The other day I wanted a good floor varnish and I stopped at Jones' Hardware Store. Mr. Jones convinced me that "Wear-well Floor Varnish" (that's not the name) would just fill the bill. I bought "Wear-well"—it stood the gaff, the scuff and tread of my heavy shoes. Two months later I wanted to finish another room and went back for more "Wear-well Varnish." This time Mr. Jones had sold all his "Wear-well" and was featuring another brand. (We will call it "Kantcrack"). I had already been convinced that "Wear-well" was the best varnish for my purpose, hence I meandered around until I found the Smith Hardware Store, where they sold me the varnish I wanted. Incidentally, Mr. Jones never keeps the same brand of article more than a month. That is why he lost my varnish trade and why many dealers are losing customers. Stick to a good line for your own sake and to make satisfied, come-again customers.

Feature Each Line Consistently

With this as a start, feature each line logically and consistently. The manufacturers will help you in every way. When the beautiful colored display on "Superfine Paint" arrives put it into the window and tie up with the advertising the manufacturer is running the same week. Arrange your stock of "Superfine Paint" in one place where it will make a mass impression on your shelves. Use a counter sign near by your stock and a few folders where your customers can pick up one. Ask your manufacturer to circularize a list of fifty good customers the same week, on your own stationery, using mailing folders in your outgoing letters or monthly statements. And if possible run a cut one week in your local newspaper. Your sales on "Superfine Paint" are bound to increase and you will make new customers for your store. Take another good leader the next week, featuring each product in the right season.

The other day I called at a dealer's store in whose window were five somewhat dilapidated displays, dusty and dirty, curled up so

(Continued on page 66)

"Save the surface and you save all" *Paint & Varnish*



Porch and Deck Paint

High Quality that Assures Consumer Satisfaction

Impervo Porch and Deck Paint is made on Moore's House Color Base with Spar Varnish added to make it tough and durable. It is made especially for porches, verandah floors and steps, and dries perfectly hard with a high gloss. It produces a hard-wearing surface that satisfactorily resists the wear and tear and continual scrubbing to which such floors are subjected.

Dealers find it popular with the housewife, profitable, and easy to sell.

A Postcard Will Bring Full Particulars

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

If interested tear out this page and place with letters to be answered.

The Brush Department

Anthrax Infection Hurts Japanese Foreign Brush Trade

JAPANESE business appears to have been pretty well killed for the time being by the anthrax scare, according to a report from England, continuing: Practically every shaving brush in this country of anyone's manufacture now being sold with a printed guarantee of proper disinfection and freedom from anthrax. The Medical Officer of Health for London refers in his report just issued to the importation, before the prohibition, of large quantities of anthrax infected brushes from Japan. These goods, he says, were all covered by a certificate issued by the Japanese Government to the effect that they had been properly disinfected. In one type of brush alone eight of the eleven examined were found to contain living anthrax spores.

Trade is Quiet

Brush trade in England is quiet. There is in the opinion of the trade too much cheap competition in certain branches from Belgium. At the same time retailers continue to charge exceedingly high prices for all varieties of best brush goods.

Indian and Russian Bristles Offered

Rather larger supplies of Indian and Russian bristles were on offer at recent auctions, but no Chinese have been offered. Prices of Chinese, however, are firmer owing to a good consuming demand and the higher prices of silver. Russian bristles are firm and of good quality. More bristles are coming through Germany than is generally supposed and the suggestion is that they are coming from Poland and Russia on the quiet. A question in the House of Commons produced the information that from the date of the armistice until the end of last May, 120 tons of bristles, valued at $612,000, were imported into this country from Germany. Indian bristle offerings produced only a moderate demand and holders showed a desire to meet buyers in prices. Long lengths of black and grey were steady, but mediums and shorts declined.

W. S. Fallis Becomes Vice-President

Formerly Managing Director This Official Now Becomes Vice-President of Sherwin-Williams Co. of Canada

SCARCELY two years has elapsed since mention was made in Hardware and Metal of the appointment of W. S. Fallis as managing director of the Sherwin-Williams Company of Canada, and now the announcement is made that this official has been promoted to the position of vice-president of this company.

Mr. Fallis has been with the company for nearly twenty-seven years and has had long experience in all departments of the business including manufacturing, selling, advertising, accounting. Prior to his appointment as managing director in August, 1918, Mr. Fallis was located in Winnipeg as Western manager. He started with the company in 1889 as travelling salesman in Western Ontario and in 1900 was transferred to the Maritime Provinces and Newfoundland. In 1902 he was appointed special representative to the West India Islands and opened trade in Barbados, British Guiana, Bermuda, and Trinidad. In 1903 the company decided to test the European market, and Mr. Fallis was selected as special representative with headquarters in London, England. This was the first attempt made by a Canadian or an American paint manufacturer to establish trade in the Old Countries, and Mr. Fallis opened trade throughout the British Isles, France, Belgium, Switzerland, Italy, Spain, Norway and Sweden, and other European countries. Later the company provided manufacturing facilities for European trade in London, England. In 1905 he returned to Canada, and in 1907 was appointed sales manager at Winnipeg. In 1912, on the formation of the Sherwin-Williams Co. of Canada, Ltd., he was appointed manager of the Western district.

Mr. Fallis is a past chairman of the Western section of the C.M.A., and of the council of the Winnipeg Board of Trade. He has also been actively identified with many other departments of public service.



W. S. FALLIS

Elected to the vice-presidency of the Sherwin-Williams Company of Canada

Benjamin Moore and Co. Annual Gathering

The annual dinner and enterainment to all members of the staff of Benjamin Moore & Co., Toronto, was held in the main office of the company on Monday night of this week. The office and tables were tastefully decorated for the occasion and a very enjoyable program was provided. Among the officials present were Messrs L. P. Moore, J. S. Shaffer, Parkes, Chittenden and F. Moore. The spirit of the brief addresses which interspersed the entertainment was optimism regarding the outlook for trade in the next year. The attractive program was printed in the company's own department and the staff are to be congratulated on the workmanship.

Linking Paint Display With Boat Race

Martin and Moore, Halifax, N.S., took advantage of the interest that attached to the recent boat races held in Halifax Harbor by making a window trim that possessed timely interest. The City of Halifax offered a prize of $25 for the best window embodying the race feature as one of the rules. Martin and Moore showed ingenuity by adapting a little sailing boat, backing the same up with a display of paints handled by them. The window was very appropriate and timely. The clever arrangement of the little craft with sails set to the breeze, and the perturbed water showing up to good advantage indicated originality.

That Smile of the Satisfied Boeckh Brush User is a Valuable Asset in that Business of Yours



Established in 1856

BOECKH'S
Rubber Set Shaving Brushes

Brushes that make brush sales. Brushes that make satisfied purchasers. Brushes giving service that makes permanent customers.

How could they help but make good for the merchant? Boeckh's Rubber Set Shaving Brushes are made of French bristles, of excellence. They are also made in pure Badger Hair, and French Bristles and Badger Hair mixed—either stiff or soft, to suit your customer's preference.

In use they give pleasing service that makes customers your permanent friends. They lather well and insure a comfortable, soothing shave that turns good-will to your store. These are handsome brushes, making pulling displays that prove profitable—display them well, it pays.

Then there are Boeckh Brushes of many other kinds—paint, varnish, bannister, floor, household and more.

The Bristles Can't Come Out
Every Brush Guaranteed

The Boeckh Company, Ltd.
Toronto, Canada
Established 1856

If interested tear out this page and place with letters to be answered.

White Lead Prices Drop $2.25 Per Hundred

Action Taken by Lead Association Makes First Move in Readjustment of Price Levels on Paint Products—Question of Prepared Paint Basis Will Receive Consideration Next Week.

MONTREAL.—At a meeting of the Lead Association held in Montreal on Tuesday of this week prices were reduced two dollars and twenty-five cents a hundred pounds on Government standard white lead ground in oil. The new schedule takes effect immediately, and this means that prices on standard lead will be as follows—In five-ton lots, per 100 pounds, $17.25; ton lots, $17.75, and less than tons, $18.10.

As has been definitely pointed out in Hardware and Metal for several weeks past, pig lead has been declining so decidedly as to make consideration of the price basis on lead in oil an early consideration on the part of corroders and grinders. For while it is well known that lead importers have to secure their requirements far in advance, they have been working stocks down for some time, and the effect of the lower-priced pig has now reached them to a greater or less extent. The revised prices are the result.

How long will these prices last? That is the question one naturally will ask. In discussing the situation with a prominent paint manufacturer this week he pointed out that the new schedule would carry a forward booking date of April 1, 1921. As in many other directions, however, it is possible that the future prices will depend upon conditions that may arise. It is not an easy time for the manufacturer, and plans cannot be made far ahead in a great many respects. All are discounting the future—some too much, it may be—and there is a general tendency to buy with care and as one can absorb. Consequently there will be some uncertainty as to firm prices.

As to whether these prices will hold there is a division of opinion. Some paint-makers see nothing to indicate lower prices, and, therefore, no recession from the levels just announced, while others state that they do not wish to make a forecast.

Paint Prices To Be Discussed

The Canadian Paint, Oil and Varnish Association is expected to meet in Toronto next Wednesday, December 1. At that time it is anticipated that the price question as affecting various paint products, including prepared paints, specialties, dry colors, etc., will be fully discussed. The reduction of prices in the States to the extent of 40 cents a gallon, as made by the American Paint, Oil, and Varnish Association, together with the decline this week of $2.25 per 100 pounds on white lead in oil, will naturally be important factors in the tendencies to govern. With linseed oil and turpentine lower a downward revision of prices suggests itself.

MORE CO-OPERATION

(Continued from page 62)

you could hardly read them. The old black cat reposed peaceably in one corner. Is that the kind of a display to make people stop and look and then go in and buy? Not by a long shot! Do you realize the valuable opportunity this dealer was missing? You pay a good rent for your store whether you lease or own your property. A considerable proportion of this is for the privilege of displaying your goods for everyone that passes your display windows. If your store is neat and clean, well arranged with attractive cards and cut-outs you are getting the most out of your rent. If your store resembles that one I have just described, you are driving away trade rather than bringing customers into your store. Remember, your windows are your silent salesmen and it pays to make them attractive.

Ask for Special Co-operation

Ask the manufacturer of "Superfine Paint" or whatever line you want to feature, for special co-operation from time to time, for a new idea for your window special trim or display, mailing folders or circulars, to write letters to any good prospect whom you were unable to sell. Tell the manufacturer just what you want and if he is at all progressive, and most of them are, you will get what you asked for and more.

If you are too busy to "make your windows pay" turn the whole proposition over to your best salesman or clerk —get him enthusiastic over the idea and if he's a live wire the result will be just as effective as if you did it all yourself.

The opportunity for the sale of paint, varnishes, and allied products is almost unlimited. With the tremendous increase in building operations, there's to be an unprecedented demand. But there's a bigger, field in unpainted houses, barns, sheds, silos, fences, property going to wreck and ruin merely for a coat of good paint. Don't let any houses or buildings actually die from decay and rot when your shelves are loaded down with paints and varnishes. There are a hundred ways to educate your customers but your store window, the circulars, booklets, local newspaper advertisements and the enthusiasm of yourself and your clerks is the easiest and most logical way to boost paint and varnish sales.

You dealers in small communities have just as much chance as the big one in HARDWARE AND METAL XMAS WINDOW CONTEST.

Future of Paint Prices

THE reduction in white lead prices, as announced this week, lends further interest to the forecasts being made by some in the trade as to the revision of prices on prepared paint. Some paint makers are said to be seeing nothing to indicate lower prices, but the meeting of the Canadian Paint, Oil and Varnish Association in Toronto on December 1 will consider fully the price question as affecting prepared paints, specialties, dry colors, etc. That the tendency in prepared paints is downward in other markets is evident from a report in the American Paint Journal that at least one firm, which operates in both Canada and the United States, has made a reduction of 40c a gallon on the better grades of house and porch floor paints, while other declines were announced on other grades. The annual meetings of the National Manufacturers' Association and Paint Manufacturers' Association of the U. S. were held last week in New York, and while no official statement is available as to the proceedings, it is understood that the question of stabilizing prices was thoroughly gone into and rumors of a drop in paint and varnish prices were heard.

In view of these tendencies the outcome of the meeting of the Canadian Paint, Oil and Varnish Association is awaited with interest.



The Luxeberry Painter Says:

"A MAN IS KNOWN BY THE COMPANY HE KEEPS is as true in my business as in any other. That's why my steady use of Berry Brothers' Varnishes, Enamels and Stains is one of my greatest assets in making new friends and holding old ones."

It is the universal recognition of the "Berry" label as a guarantee of quality and a sure protection against inferior products that makes the large and always growing demand for Berry products.

Partial List of Distributors of Berry Brothers' Products

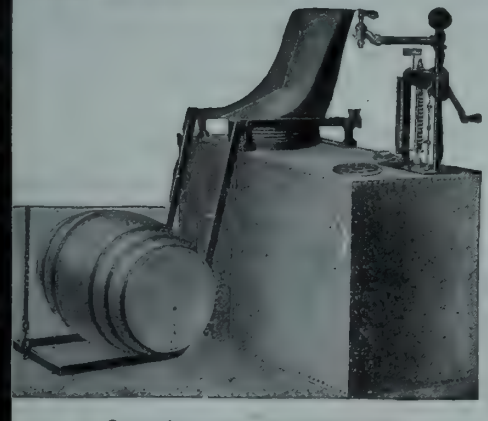
Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Fife Hardware Co., Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

SAVE THE SURFACE AND YOU SAVE ALL

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
Walkerville, Ontario

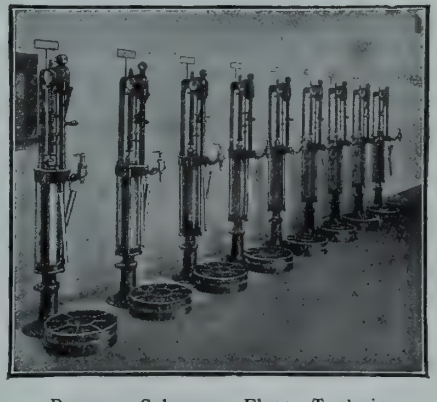
250

Paint Sales That Pay a Profit



One unit or as many as you want, in a compact row

You want a profit on every sale, and you should have it. But with the present high cost of paint oils you stand a big chance of losing your profits, unless your methods of handling are systematic and free from loss of time, labor and oils.



Pumps on Sales room Floor. Tanks in basement where ver convenient.

BOWSER ESTABLISHED 1885

Paint Oil Storage Systems

prevent paint oil losses. The pumps measure accurate quantities: no over measure, no leakage, no spilling, or evaporation. Everything is exact, systematic and saving. The sooner you install a Bowser System the sooner you will begin to reap the profits from proper storage equipment.

LONDON
32 Victoria St., S. W. 1

HAVANA
Lonja del Comercio 427

S.F. BOWSER COMPANY, Limited
66-68 Frazer Avenue, TORONTO, CANADA
Sales Offices In All Centers **Representatives Everywhere**

PARIS
5 Rue Denis-Poisson

SYDNEY
5 Castlereagh Street

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, November 25.—The outstanding feature of the paint market this week is that of a reduction of two dollars and twenty-five cents on white lead in oil and lower prices for putty, fifty cents' decline having been made on this. In addition, the lowering tendency has continued on linseed oil and turpentine. These are sagging away from week to week and well-posted manufacturers state that they look for lower oil and lower turpentine. Some enquiry is reported from England and the Continent for turpentine, and this means that any resulting trade will give a greater outlet to the Southern producers. Rosins are also sagging. Prepared paint prices are unchanged, but with the declines in lead in oil, turpentine and linseed oil there will undoubtedly be an early consideration of the selling basis on paints and specialties.

Linseed Oil Is Lowered Again

Montreal.

LINSEED OIL.—Prices have again slumped on linseed oil and raw is selling, single barrel basis, as low as $1.15 per gallon. This is due to an unsettled and easy market on flaxseed, and the small volume of buying added to this means that no firm basis can be arrived at. Some look for lower prices, yet one manufacturer said that he was not buying ahead and would not until prices had further declined. It is a matter of buying to-day what one can absorb within a few days, or a week or two, as the case may be. It looks as though dollar oil will be not a prospect but a reality within a very short time.

	Imp. Gal.	
Raw—		
1 to 4 barrels	1 15	1 33
Boiled—		
1 to 4 barrels	1 17½	1 35½
3 to 4 barrels	....	....
5 to 10 barrels	....	....

NOTE—The market is really a nominal one at present and quotations are subject to frequent changes.

Turpentine Down; Undertone Is Soft

Montreal.

TURPENTINE.—Prices are easier this week on turpentine, the same selling down as low as $1.70 per gallon, barrel basis. There is quite a wide range in the quotable basis, however, and some ask as much as $2. Deliveries from the South have been quite satisfactory and there is no shortage of stock. Some enquiry has been made by British and Continental interests, it is stated, and if orders develop there is some expectancy that turps will be a bit firmer soon. Others are of the opinion that lower levels will be reached. Meanwhile the undertone is anything but firm and a downward movement further is just as likely as a firming market, or even more likely.

Turpentine—	Imp. Gal.	
Single barrels	1 70	2 00
Small lots	1 80	2 10
(Packages extra)		

Putty Down 50 Cents; Influence Oil Decline

Montreal.

PUTTY.—The feature of the week on putty is a decline of 50 cents a hundred pounds. This becomes effective as from November 23rd, and applies to commercial, standard and pure linseed oil putties. The corrected prices will be found herewith. While whiting has been none too plentiful, and unchanged in price, the steadily declining market on linseed oil is responsible for the lowering of putty prices. Trade is seasonably fair.

Commercial Putty	5 tons	1 ton	Less than ton
Bulb barrels, 800 lbs.	$6 00	$6 25	$6 60
Bulk drums, 100 lbs.	7 00	7 25	7 60
Do., or tins, loose, 25 lbs.	7 25	7 50	7 85
Bulk tins, cased 25 lbs.	8 00	8 25	8 60
Bulk drums or tins, loose 12½ lbs.	7 50	7 75	8 10
Bulk tins, cased 12½ lbs.	8 25	8 50	8 85
Bladder barrels, 400 lbs.	8 25	8 50	8 85
Do., cases, 100 lbs.	8 50	8 75	9 40
Tins, 1 lb.	10 60	10 85	11 20

Standard Putty, 10c per 100 lbs. advance over above prices.

Pure Linseed Oil Putty, $2.50 per 100 lbs. advance over above prices.

Terms: 2% 15 days or net 60 days, f.o.b. Montreal or Ottawa.

White Lead in Oil Declined To $17.25

Montreal.

WHITE LEAD IN OIL.—A precipitate drop of two dollars and twenty-five cents per 100 pounds is the feature this week on white lead in oil. This has not been a surprise, however, excepting that its extent is somewhat greater than some factors in the trade looked for. It is due to a steadily declining market on pig lead. This makes the price on standard lead $17.25 per 100 pounds in lots of five tons, ton lots, $17.50, and smaller quantities, $18.10. The new schedule is effective at once, and it is generally understood that these prices will apply for bookings up to April 1st, 1921.

Paint Prices To Be Considered

Montreal.

PREPARED PAINTS.—Prices on prepared paints and specialties will, it is expected, be given the attention of the paint makers next week, when a meeting takes place in Toronto. There has been a change on white lead in oil, and this will mean consideration, at an early date, of the basis on prepared paint products. Added to this there is the lowering oil and turpentine market. Previous declines on lead in oil have been followed by reductions in prices on the manufactured paints of which white lead is an important basic material, and it is logical to expect such a change at this time. Meanwhile there is a fair amount of business being booked, but buying for immediate needs is naturally restricted.

Rosins Are Down; Market Is Weak

Montreal.

ROSINS.—Prices, in common with turpentine, are lowering on rosins. One of the interesting features of the present situation is that all grades are on a parity, "W.W." and "G" both selling on the basis of $17.00 f.o.b. Montreal. There is but a limited demand for the trade expects, naturally, that the bottom has not been reached.

Bluestone Prices Show Some Decline

Montreal.

BLUE STONE.—Blue stone is somewhat easier in price and this is due to the continual decline on the copper market. The price of 10c. per lb. is now being quoted to the trade.

Much Glass Coming; Trading Is Light

Montreal.

GLASS.—Prices on glass have been nominal for some time. Competition is, and has been, keen, and there is nothing to indicate that the end is yet. Much Belgian glass has arrived in Canada and there is still a heavy movement, Hardware and Metal is informed, from that country. As a result of the competition there has been some price-cutting, although the average discount is ruling at around 20% and 5% to the retail trade. As there is not a great deal of business offering, jobbers are keenly competing

RAMSAY'S Anti-Freeze

There is economy in its use and *profits* to the dealer.

The table shown below is on every can for your customers' guidance. Is economical and does not affect the radiator and rubber connections.

		10 Degrees Above Zero	Zero	Below Zero		
				10 Degrees	20 Degrees	30 Degrees
3 Gallon	Anti-Freeze	1 Gal.	1¼ Gals.	1⅝ Gals.	1¾ Gals.	1⅞ Gals.
Mixture	Water	2 Gals.	1¾ "	1⅜ "	1¼ "	1⅛ "
3½ Gallon	Anti-Freeze	1¼ "	1½ "	1⅞ "	2⅛ "	2¼ "
Mixture	Water	2¼ "	2 "	1⅝ "	1⅜ "	1¼ "
4 Gallon	Anti-Freeze	1⅜ "	1⅞ "	2¼ "	2½ "	2⅝ "
Mixture	Water	2⅝ "	2⅛ "	1¾ "	1½ "	1⅜ "
5 Gallon	Anti-Freeze	1¾ "	2¼ "	2¾ "	3 "	3⅛ "
Mixture	Water	3¼ "	2¾ "	2¼ "	2 "	1⅞ "

For quantities of six, seven, eight or ten gallons, double the above proportions

A. Ramsay & Son Company

The All-Canadian Manufacturers of Paints and Varnishes Since 1842

MONTREAL

Toronto **Winnipeg** **Vancouver**

Distributors:

EDMONTON DISTRICT—Revillon Wholesale Limited, Edmonton

CALGARY DISTRICT—The McDonald Baker Co., 818 8th Ave. W., Calgary

NOVA SCOTIA—James Simmonds, Limited, Halifax, N. S.

If interested tear out this page and place with letters to be answered.

for the business that is procurable. There is an easing of undertone that suggests still lower prices, and the trade is buying only as they can see outlet for what purchases are made.

Toronto

TORONTO, Nov. 25.—The principal feature in the paint and varnish trade this week is the change in the price of white lead in oil, and the reduction in putty. These declines have been foreshadowed by the drop in pig lead and linseed oil prices.

There were some expectations that paint prices might be revised at the same time, but the changes at present are confined to the two lines mentioned. Lower prices yet seem likely on linseed oil, and though it is not so long since the trade was discussing the probabilities of two dollar oil, there seems every likelihood of seeing one dollar oil before very long.

Turpentine, too, is expected to decline further. Shellacs are easier in tone and have been marked down 50 cents per gallon. Methylated spirits show an increase in price. Glass quotations look like being more stable.

Spring bookings for paint are reported to be coming in favorably, and it is understood that if there are any declines in prices before that time dealers will get the benefit of the changes. Present business is said to be smaller, but fair for the season of the year.

Lower White Lead Prices Declines $2.25 Per Cwt.

Toronto.

WHITE LEAD IN OIL.—A reduction has been made in the quotations on white lead in oil. This was expected in some quarters as was pointed out in last week's issue of Hardware and Metal. The new prices are $2.25 per 100 pounds, less than quotations in force, and the new price for pure in ton lots is $18.20.

Prices of pig lead in primary markets have been steadily declining for some time, and a quotation of $6 has been reached in U. S. markets.

English markets have been on the down grade also, and even with the low prices there has been but little demand for the metal, and stocks are said to be accumulating. The new prices are understood to be made up to April 1st of next year.

Putty Takes Lower Prices; Fifty-cent Decline

Toronto.

PUTTY.—A decline of 50 cents per 100 pounds has been made in the price of pure and standard putty. The differentials remain unaffected. This reduction is chiefly on account of declines in oil, as prices of whiting remain very firm, and stocks of the better grades are not very much more plentiful than they were earlier in the season. Following are new quotations.

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	8 05
Do., 25-lb. irons	8 30
Do., bladders in bbls.	9 30
Do., less quantities	9 55
Pure, in 100-lb. drums	10 55
Do., 25-lb. irons	10 80
Do., bladders in bbls.	11 80
Do., less quantities	12 05

Water Paints Booked at Present Prices

Toronto.

WATER PAINTS.—Bookings are being made on Alabastine, Muresco, and other lines of water paints at the present prices of this season. Orders are said to be coming in very satisfactorily.

Glass Prices Steadying; More Uniform Quotations

Toronto.

GLASS.—A little revival in the demand for window glass has been noted this last week. Probably the snowstorms may have had somewhat to do with the increased sales as many people leave "fixing up" until reminded by the white flakes. The failure of the natural gas that supplies many of the American glass factories, and which was reported last week, has hindered production in the plants considerably. Many jobbers had cancelled orders placed with U. S. factories owing to delay, and also to the fact that they were at that time receiving shipments of Belgian glass. As the home demand was very strong and supply was falling behind, the manufacturers, it is said, were not averse to cancellations. The ruling quotation at present is 30 per cent. off case lots, with an extra 5 per cent. for quantities. Quotations are more uniform now and it is thought that prices will become stabilized once more.

Methylated Spirits Higher; Wood Alcohol Lower

Toronto.

METHYLATED SPIRITS AND WOOD ALCOHOL.—An advance has been made in the price of methylated spirits and the present quotation is $2.55 per Imperial gallon. Wood alcohol on the other hand has declined and is being offered at $3.15 per gallon.

No Change in Prices of Prepared Paints

Toronto.

PREPARED PAINTS. — There has been no change made in the price of ready-mixed paints, but the decline has taken place on white in oil. Whether paint will follow as it has done on previous occasions, or whether present prices will be maintained for the balance of the year is uncertain at this moment. It has been said that paint manufacturers have guaranteed their dealers up to next March. Bookings are being made, and if prices decline dealers look for their manufacturer to protect them against loss.

Shellacs Easier; Some Lower Prices

Toronto.

SHELLACS.—An easier tone prevails in shellacs, and the orange is being quoted at $6.50 per gallon, and the white at $7 in gallon jugs. The demand is said to be normal.

Still Lower Quotations on Linseed Oil

Toronto.

LINSEED OIL.—Oil prices are easier again this week with a reduction of 8 cents per gallon made on last week's quotations. The declines on flax are said to be due to the condition of it following other grain and economic conditions rather than to any other factor. In the opinion of large producers the outlook does not tend to much lower prices than the present quotations though they admit it is impossible to foresee what may happen, and though the prices quoted are lower than was expected a short while back, there may yet be dollar oil on the market. No definite estimate has yet been received on the extent of the Argentine crop, but unofficial reports are that it is exceptionally heavy. Latest quotations are as follows:

	Raw	Boiled
1 to 2 barrels, gal.	1 17	1 20
3 to 5 barrels, gal.	1 16	1 19
6 to 9 barrels, gal.	1 14	1 17

Turpentine Declines Ten Cents Per Gal.

Toronto.

TURPENTINE.—A further reduction of 10 cents per gallon has been made this week on turpentine. The rise in exchange, which is now at 14, is stated to be the reason that prices of turpentine have not gone even lower. Stocks on hand are larger and the demand is smaller, and lower quotations are not improbable in the opinion of jobbers. Quotations are as follows:

Turpentine—	Per Imp. Gal.
1 barrel lots	1 70
2 to 4 barrel lots	1 69
5 gal. lots	1 85

Small Imports from U.S. of Paints and Varnishes

Canada's imports of paint, varnish, zinc oxide, etc. during September were as follows:—White lead 6000 lbs. valued at $825; Ready mixed paint 369 gals. valued at $1,311; Varnish 45 gals, valued at $121; Zinc oxide 489 lbs. valued at $74.00. Compared with other countries Canada's imports of these lines from the U. S. are very small.





"Save the surface and you save all" Paint & Varnish

In Year 'Round Demand

Glidden Flat Wall Finish is a product that is in demand the year 'round. It will help you during the months when your sales slow up. It will keep profits coming in every month in the year.

Like other Glidden products this Flat Wall Finish sets new standards for real quality. It does not lose its soft, rich tone through frequent washing. Glidden Flat Wall Finish comes in white and fourteen delicate shades. It is a most satisfactory finish for rough or smooth plaster, as well as wood, cloth, metal or wall board surfaces.

The Glidden Company's plan of *"all year 'round"* advertising will keep the subject of painting before your customers every month of the year. Put in a stock of Glidden products now and get your share of this business. Write for dealer proposal.

THE GLIDDEN COMPANY, Limited

Toronto, Ontario

Branches at Montreal and Winnipeg



If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Leamok List	Smkless. List
BB Caps	.....	.....	$ 7.00
22 Short	.....	$10.00	10.70
22 S. Mush	.....	.....	11.50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16.00
22 L.D. do.	.....	.....	18.70
22 L. Rifle.	.....	14 00	17 50
25 Short	$28 50	.....	.....
32 Short	28 50	.....	.....
32/30	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	28 50	.....	.....
32 Colt Auto.	.....	.....	68 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	64 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition—Discount 27½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Bench — No. 2, doz. $22 00
No. 3, doz. 24 75
No. 4, doz. 26 95
No. 5, doz. 29 70
No. 6, doz. 33 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$2.85.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	15/16	$12.00
4/16	6.00	10/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/10	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	.....
Supreme Zinc	6 50
Western King (enamel)	9 50

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard $15 00
30-gal., extra heavy $18 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.

Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.

Machine Bolts, 7-16 in. dia. and larger, list plus 10%.

Sleigh Shoe Bolts, all sizes, list plus 10%.

Coach and Lag Screws, 15%.

Square Head Blank Bolts, list plus 10%.

Bolt Ends, list plus 10%.

Plow Bolts, 1, 2, 3 heads, net list.

Plow Bolts, others, list plus 20%.

Elevator Bolts, large head, list plus 10%.

Elevator Bolts, corrugated heads, 20%.

Fancy Head Bolts, list plus 10%.

Shaft Bolts ($3 list), list plus 10%.

Step Bolts, large head ($3 list), list plus 10%.

Whiffletree Bolts, list plus 10%.

Nuts, 2 in., and smaller, square Blank, add to list $2.25.

Nuts, 2 in. and smaller, square Tapped, add to list $2.75.

Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.

Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.

Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

Base

Sheets, 24 gauge and heavier, base	0 30
Rods, base ½ to 1 in., round	0 25
Tubing, seamless, base	0 35

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS

Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 12½%
No. 808	add 10%
No. 804	add 7½%
Nos. 802, 842, 844	add 25%
No. 810	add 57½%
No. 814	add 62½%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement prices withdrawn. See market reports.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12.25 to $13.50; No. 1, $12.25 to $13.50; No. 2, $13.35 to $15; No. 3, $14.35 to $16.50; No. 4, $16.40 to $19.50; No. 5, $19.50 to $22.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each	1 60
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 35

CLOTHES LINE REELS

	Doz. net
No. 4	29 50
No. 3½	22 95
No. 3	21 00

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$24 00	$
¼ in.	21 70	
5-16 in.	18 20	19 40
⅜ in.	13 85	16.65
7-16 in.	13 60	16 15
½ in.	13 15	15 75
⅝ in.	12 60	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$22 30	
3-16 in.	18 65	24 45
¼ in.	17 25	22 55
5-16 in.	14 85	18 80
⅜ in.	12 20	
7-16 in.	11 85	
½ in.	11 50	
⅝ in.	11 05	
¾ in.	10 80	

F.o.b. Montreal, Toronto.

Cow ties, plus 40%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.50 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in.	0 36	....
Soft sheets, plain, 16 oz. and heavier, lb.	0 38	0 40
Plain Tinned, 16 oz. and heavier, lb.	0 42	....
Polished and Tinned, 16 oz. and heavier, lb.	0 46	0 50
Tubing, lb.	0 44	0 42

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 88
No. 7, lb.	0 87
Nos. 8, 9, 10, 12	0 86

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz. .....
2 ft. 10 in., doz. .....
3 ft. x 7, doz. .....

Prices withdrawn

DRILLS

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.20
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

SHEET LEAD

EIGHT WIDE OR LESS. ANY LENGTH. ANY WEIGHT. PROMPT SHIPMENT



LEAD PIPE





LEAD PIPE UP TO TWELVE INCHES IN DIAMETER

BABBITT, SOLDER, INGOT METALS

THE CANADA METAL CO., Limited
TORONTO, HAMILTON, MONTREAL, WINNIPEG, VANCOUVER

Here's A Good Talking Point to Help You Sell More Skates



When you show Automobile Skates to customers they will be delighted with the beauty and grace of the designs and the smoothness and brilliance of the finish. Naturally they will ask you if these skates will stay beautiful and bright.

You can assure them that the bright finish is lasting, because Automobile Skates are heavily nickel-plated over copper, which prevents rust. The durability of the finish of Automobile Skates is one of their strongest features. Talk this point up strongly. You'll find it a winner for making sales, especially to the better class trade.

C.C.M. heat treatment gives glass-hard running edge combined with a tough core which makes blades practically unbreakable. Heavily nickel-plated over copper to prevent rust.

Automobile Skates

CANADA CYCLE & MOTOR CO LIMITED C·C·M WESTON MONTREAL · WINNIPEG · VANCOUVER

Made in Canada by
Canada Cycle & Motor Co.
Limited
WESTON
Montreal, Toronto,
Winnipeg, Vancouver

5

If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 27½ to 30%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer	50
Nov. 1, 1899.	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, plus 10%; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 75	0 85
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$10 50
No. 33	11 10
No. 2½	12 85
No. 3	13 50

F.o.b. Toronto.

HALTERS, LEATHER

	Doz.
Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE

	Doz.
Sisal, 7-16 in.	$25 00
Do., 9-16 in.	38 00
Jute, 7-16 in.	25 00
Do., 9-16 in.	38 00

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$28 25
3-4½ lbs.	25 00
5 lbs. and over	20 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$20 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$14 00
No. 30, 1¼-lb.	15 00

HANDLES (WOOD)
All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	$7 35
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount, 22% to 27%.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.
F.o.b. Toronto.

HINGES, SPRING

No. 200, per doz.	$2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CALKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$21 00
Corrugated, ⅝ in., 100 ft.	24 00
Corrugated, ¾ in.	28 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS (SAD)

Potts, No. 55, pol., per set	$2 55
Potts, No. 250, n.p., per set	2 65
Potts handles, japd., doz.	2 40
Common, plain, 4 and 5 lbs.	18 40
Do., 6 lbs. and up	14 45

F.o.b. Montreal, Toronto, Hamilton, London.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.	
20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—
Cold Blast, Short or Long

1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 50

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz

Steel Thumb, No. 2	$2 70
Steel Thumb, No. 3	3 50
Steel Thumb No. 4	5 25
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	180 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00

	List, each
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14.25
Pick, doz.	14.25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS Doz. Net

Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	6 30
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 25 3 35
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS
List adopted July 10, 1912
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $6.25 base; Toronto, $6.40.

F.o.b. Montreal, $6.40 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.90; London, $7.50 base; Toronto, $7.35.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.

FLINT

Policy and Profits

THE Flint line of Architectural Finishes is an important factor in the Canadian Paint Trade because of the Flint Company's policy of manufacturing a specialized line of high-grade finishes to sell on a basis which is profitable to both retailer and consumer.

The maintenance of this policy is assured by ample financing; by a purchasing department that searches the world for raw materials and buys at the source; by an experimental and research department that is supported by the largest staff of graduate chemists in the world; and by a sales department that is making a specialized study of Canadian needs and the way to satisfy them.

An impressive book is now being prepared which will increase the number of customers who will be satisfied when they know "It is made by Flint."

Get your name on the list to-day and ask for our spring proposition.

FLINT VARNISH & COLOR WORKS
OF CANADA LIMITED
owned and operated by
CANADIAN EXPLOSIVES LIMITED
HEAD OFFICE
MONTREAL
TORONTO · WINNIPEG · VANCOUVER
· SUDBURY · HALIFAX

VARNISHES FLINT PAINTS STAINS COLORS

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand Per 25-lb.box
Capewell—	
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 80	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—	
Special No. 1	21 00
U.S. Navy	22 00
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS	Toronto Gallon
Royalite, gal.	0 29½
Palacine, gal.	0 32½
Gasoline, net, gal.	0 42

Above prices net.

Black oil (summer)	0 28.6
Black oil (winter)	0 29.1
Imperial Kerosene, tractor	1 50
Capital, cylinder	0 98.1
Machine oil, regular grades	0 61.6
Imperial gas engine oil	0 62.6
Paraffine	0 42.6

List, less 15% on above.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel oil, bbls., net	0 19
Fuel oil, tank cars, net	0 17

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 28
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 85	1 85
Do., No. 2, Anchor	1 50	1 50
Dry Fibre No. 2, Elephant	1 50	
Tarred Fibre, No. 1 Anchor	1 95	1 95
Do., No. 2, Anchor	1 70	1 70
Elephant Brand, tarred, No. 2		1 70
Surprise Fibre	1 55	1 55
Stag Sheathing	1 55	1 55
Cyclone, dry	1 85	1 85
Cyclone (tarred)	1 95	1 95
Joliette Sheathing	1 50	1 50
Do., tarred	1 70	1 70

Per 100 lbs.

Monarch Sheathing, white	10 50
Do., gray	9 75
Straw Sheathing, heavy, dry	8 05
Spruce Sheathing, 36" and 72" wide	11 75
Asbestos Sheathing	13 50
Carpet Felt	9 00
Tarred Felt, 7, 10 and 16 oz.	6 05

F.o.b. Toronto and Montreal.

PASTE Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	13 00
6 to 7 lbs., doz.	13 50	14 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	$2 10
4 gross (cartons), 4-in.	2 10
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 31	7 41	5 91	8 01
⅜ in..	5 31	7 41	5 91	8 01
½ in..	7 10	8 63	7 95	9 48
¾ in..	8 80	10 87	9 95	12 02
1 in..	13 01	16 07	14 71	17 77
1¼ in..	17 60	21 74	19 90	24 04
1½ in..	21 04	25 99	23 79	28 74
2 in..	28 31	34 97	32 01	38 67
2½ in..	44 75	55 28	.....	.....
3 in..	58 52	72 29	.....	.....
3½ in..	74 06	90 62	.....	.....
4 in..	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$32 01	$38 67	$35 71	$42 37
2½ in..	48 26	58 79	54 11	64 64
3 in..	63 11	76 88	70 76	84 53
3½ in..	75 90	92 46	85 10	101 66
4 in..	89 93	109 55	100 83	120 45
4½ in..	1 05	1 29	1 30	1 54
5 in..	1 22	1 50	1 52	1 80
6 in..	1 58	1 95	1 97	2 33
7 in..	2 06	2 53	2 53	3 01
8L in..	2 16	2 66	2 66	3 16
8 in..	2 49	3 07	3 07	3 64
9 in..	2 98	3 67	3 67	4 36
10L in..	2 77	3 41	3 41	4 05
10 in..	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

Add 25% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in. ..... Net

Medium and extra heavy pipe, 2, 3, 5 and 6 ..... Plus 10%

Medium and extra heavy fittings, 2 to 6 inch 20%

8 inch pipe and fittings ..... Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN	
King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA	
Prices nominal, Montreal, Toronto	
Do., 60 sheets	13 25
Ordinary, 52 sheets	$13 00

PLATES, COKE, TIN	Tor. Per box	Mont.
IC, 20x28, 112 sheets	25 00	
IX, 20x28, 112 sheets	28 00	
IXX, 20x28, 112 sheets	31 00	
IXXX, 20x28, 56 sheets	16 00	

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE	
IC, 20x28, 112 sheets	$24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00
Net. Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 80	$4 50
No. 3	4 20	5 20
No. 4	5 00	5 65
		Each
No. 70		7 75
No. 80		10 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, add 15%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10
Everlastic, 1 ply	$2 30
Everlastic, 2 ply	2 85
Everlastic, 3 ply	3 35
Panamoid, 1 ply	2 20
Panamoid, 2 ply	2 70
Panamoid, 3 ply	3 20
Red Star, 2 ply	2 33
Red Star, 3 ply	2 75
Everlastic Liquid Roofing cement—	
Per gal., in bbls.	0 70
5 and 10 gal. lots, gal.	0 85
1 gal. cans, gal., doz.	10 50
Coal Tar (refined), bbl.	10 25
Coal tar (crude)	9 00
Roofix Roofing Cement—	
In bbls., per gal.	0 60
In ½ bbls., per gal.	0 65
In 5s and 10s	0 70
1 gal. cans, per doz.	9 00

F.o.b. Toronto, Montreal and Hamilton.

	Mont.	Toronto
Everlastic, 1 ply	$2 30	$2 30
Everlastic, 2 ply	2 85	2 85
Everlastic, 3 ply	3 35	3 35
Panamoid, 1 ply	2 20	2 15
Panamoid, 2 ply	2 70	2 65
Panamoid, 3 ply	3 20	3 10
Red Star, 2 ply	2 33	2 38
Red Star, 3 ply	2 75	2 80
Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.		0 60
In ½ bbls., per gal.		0 65
In 5s and 10s		0 70
1 gal. cans, per doz.		9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 31
Beaver Manila basis	0 24
New Zealand hemp basis	0 24
Sisal basis	0 21

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—¾ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 21
Double lath yarn	0 21½
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 73
Do., 5-32 in.	0 71
Do., 3-16 in.	0 65
Do., ¼ in. and up	0 63

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—	Each
263—50 ft. Challenge, Steel	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	8 75
604—66 ft.	4 35
403—50 ft., Linen	2 85
	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
176—6 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

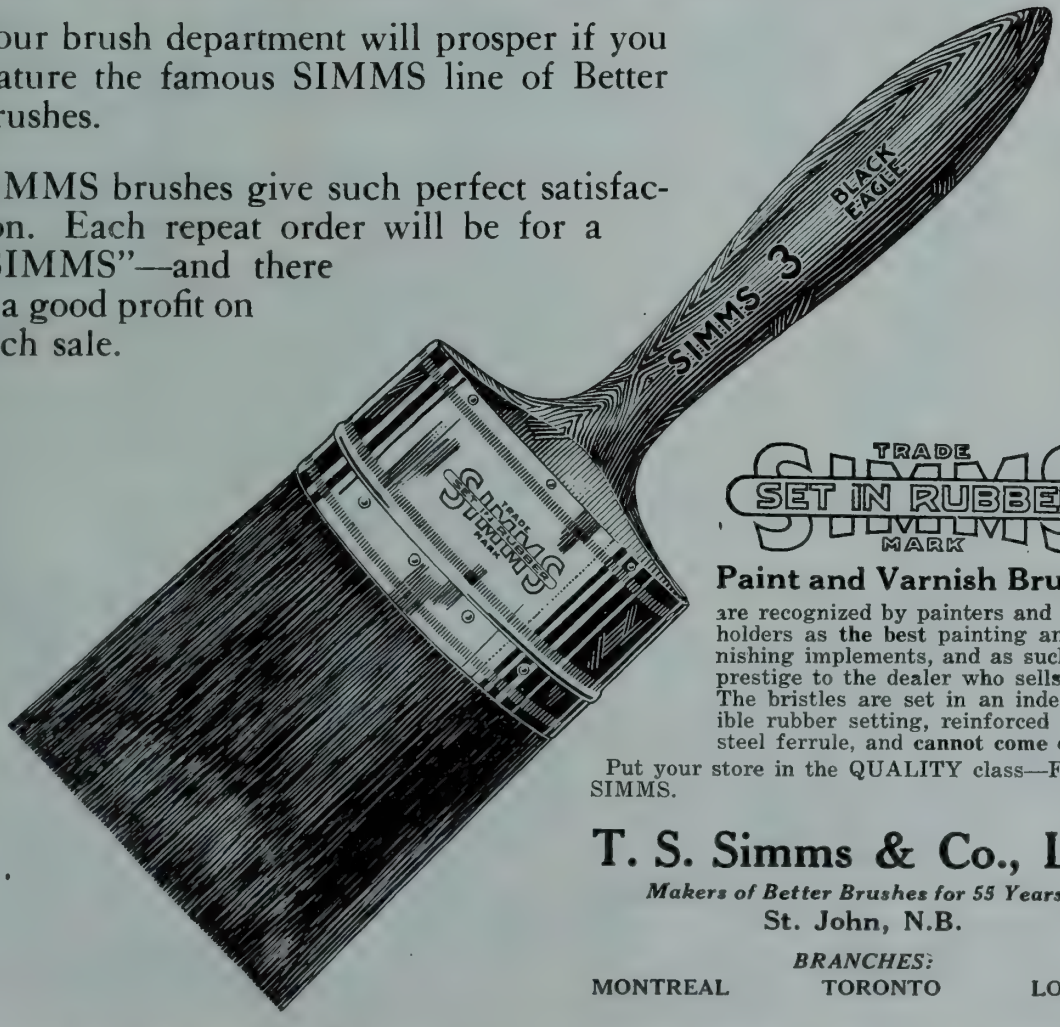
Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

IMM MEANS PROFITS

In Your Brush Department

Your brush department will prosper if you feature the famous SIMMS line of Better Brushes.

SIMMS brushes give such perfect satisfaction. Each repeat order will be for a "SIMMS"—and there is a good profit on each sale.



TRADE SIMMS SET IN RUBBER MARK

Paint and Varnish Brushes

are recognized by painters and householders as **the best** painting and varnishing implements, and as such, give prestige to the dealer who sells them. The bristles are set in an indestructible rubber setting, reinforced with a steel ferrule, and **cannot come out.**

Put your store in the QUALITY class—Feature SIMMS.

T. S. Simms & Co., Ltd.

Makers of Better Brushes for 55 Years.

St. John, N.B.

BRANCHES:

MONTREAL TORONTO LONDON

If interested tear out this page and place with letters to be answered.

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.
Cast Steel $20 00
Golden Clipper 20 95
Little Giant 22 00
Bush 20 50

SNATHS Doz.
00 Patent $18 10
1 loop 17 40
2 loops 16 65
3 loops 15 20
Bush 18 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge ...	$13 00	$13 00
26 gauge ...	12 75	12 95
24 gauge ...	12 15	12 35
22 gauge ...	11 80	11 90
20 gauge ...	.....	11 75
18 and 20 ga.	11 35	.....

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $52 00
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)
Bright $6 65
Galvd. 7 65

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner.. $25 50
Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net..... 5 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ..... Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each $1 50
No. 530, each 10 50
No. 630, each 13 50
Discount 30% off list.
Hot Blast ..... Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—
Star, No. 1, doz. $27 60
Star, No. 2, doz. 30 00
Sun No. 1 ..... 20 00
Sun, No. 2 ..... 22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b. ..... $ 62 00
Club, jap., cyco bearing 120 00
Champion, jap. fittings 47 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b. 60 00
Standard, jap. fittings 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled $124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario $10 00

TACKS Discount
Wire Tacks ..... 60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920. 60 and 15%
Double-pointed tacks 65-10%
Shoe findings ..... Net list
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 50
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 84
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades...	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in..... $6 90 15 in..... $12 50
10 in..... 7 70 18 in..... 16 00
12 in..... 9 10 add 25% to list.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 ..... 3 50
Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 ..... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 62
Cones, 3-ply, lb. 0 57
Do., 4-ply, lb. 0 61

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 30%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2..... 23%
Bath Cocks—Compression ... 25%
Flatway stop and waste cocks, Standard 25%
Roundway stop and waste cocks, Standard 32%
Brass steam cocks, stand. add 10%
Radiator valves—Standard.... 15%
Nickel removable seat 10%
Globe, angle and check valves, standard ..... add 5%
Gate or Straightway ..... Net
Jenkins Gate Valve 10%
Standard Gate ..... list plus 5%
Jenkins Globe ..... list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves
Gate Valves 5/2½%
Regrinding Valves ..... Plus 5%
Swing Check Valves ..... Plus 7½%
Compodisk Valves ..... Net

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 60%
Copper Tea and Coffee Pots, list, plus 60%
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.46; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1⅝ in., 1⅞ in., 1⅝ in., $13.40; 1⅞ in., 1⅞ in., 1 in., 2⅛ in., $19.00. Discount 20%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs.	$5 10	$6 00	$7 00
Section, ½ lb., per 100 lbs.	5 50	6 60	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	5 40	6 00

WHEELBARROWS
Navvy, steel wheel, doz. $105 00
Garden Steel, doz. 78 75
Light Garden, doz. 85 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0-8	Base
No. 9	0 10
No. 10	0 15
No. 11	0 28
No. 12	0 30
No. 13	0 50
No. 14	0 60
No. 15	0 85
No. 16	1 30
Annealing, extra	0 25
Coppering, extra	0 75-0 90
Bright base	6 00
Annealed base	6 25

Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 30c.

Stovepipe Wire
No. 18 ..... $10 00
No. 19 ..... 10 50
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 25% Canadian pattern; 20% on genuine.
WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES
Domestic, No. 531E $127 00
Dom. Bench, No. 541EB.... 174 00
Favorite, No. 511E 117 00
Favorite, No. 512 ..... 124 00
Royal Canadian, No. 151... 102 00
Favorite, No. 514 ..... 145 00
Ottawa, No. 331E 115 00
Ottawa Branch, No. 341EB. 162 00
Challenge, No. 311E 105 00
Warranty 15 00
Bicycle 118 00
Eze 110 00
Rapid 100 00
Discounts from above list 20 per cent.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon. Stove Pipe Thimbles, 40%.

TINKER TOM'S TALKS.

No. 287.

Clip this for Reference

STOCK SIZES for PROMPT SHIPMENT

MADE IN PREMIER CANADA

GALVANIZED STEEL SHEETS

GAUGES—14-16-18-20-22-24-26-28—10¾ oz.
WIDTHS—24 in.-30 in.-36 in.
LENGTHS—60 in.-72 in.-84 in.-96 in.-108 in.-120 in.

TONCAN METAL

GALVANIZED SHEETS
(RUST-RESISTING)

GAUGES—12-14-16-18-20-22-24-26-28
WIDTHS—30 in.-36 in.
LENGTHS—60 in.-72 in.-96 in.-120 in.

WE DO NOT SELL BLACK SHEETS.

THIS STOCK IS AVAILABLE FOR DIRECT SHIPMENTS ACCOUNT OF ANY JOBBER.

SAVE TIME—TROUBLE—EXPENSE

TINKER TOM

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ochre, 100-lb. keg	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls.	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	7 50
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 30%; London, 30%; Montreal 20 to 20/5%
Cut size sheet glass, 40/10% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, 12½c ½-lb. pkge.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 40c. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 75	$18 20
Champion, Pure	17 75	18 20
Crown Diamond, Pure	17 75	18 20
Green Seal	17 75	18 20
Ramsay's Pure	17 75	18 20
Moore's Pure	17 75	18 20
Tiger, Pure	17 25	18 20
O.P.W. Dec. Pure	17 75	18 20
Red Seal	17 75	18 20
O.P.W. English	17 75	18 45
Elephant Genuine	18 25	18 70

B. B. Genuine Lead, less than tons, Montreal, $20.75; Toronto, $21.25.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)	
25s	0 34½
10s	0 35
5s	0 36
1s	0 39½
½s	0 43½

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING
Bronzing liquid, No. 1..$1.55-$2.15
Banana oil, gal. 4.50- 7.00
F.o.b. Montreal, Toronto

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 00
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
O.P.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	10 75	10 75
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal.	0 75	0 75
1s (case 12 gals.)	9 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Halif-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa.
Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$10 00
Less, per lb.	0 13

SHELLAC

	Pure white	Pure orange
Per bbl.	$7 75	7 00
Gal. jugs	7 00	6 50

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$2 30
O.P.W.	1 60
Anchor	1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 35
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 60
M-S Finest Interior	4 84
Elastic Interior	3 15
Mar-not	4 40
Quick Action House	2 00
Rexspar	5 64
Scar-Not	1 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 60
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 60

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20
C. D. Wall Coating, white	9 60	
Do., colors		9 60

WASTE

Cream, Polishing	$0 26

WHITE

XXX	0 21½	XXX	0 23
XX	0 19½	XX, grad	0 21½
X	0 18½	XLCR	0 20
XC	0 17½	X Empire	0 18½
		X Press.	0 16½

COLORED

No. 8	0 11	Fancy	0 18
No. 1	0 15	Lion	0 16
No. 7	0 14	Standard	0 14
No. 1A	0 13	Popular	0 12
No. 1B	0 12	Keen	0 10

Above lines subject to trade discount for quality.

WAX

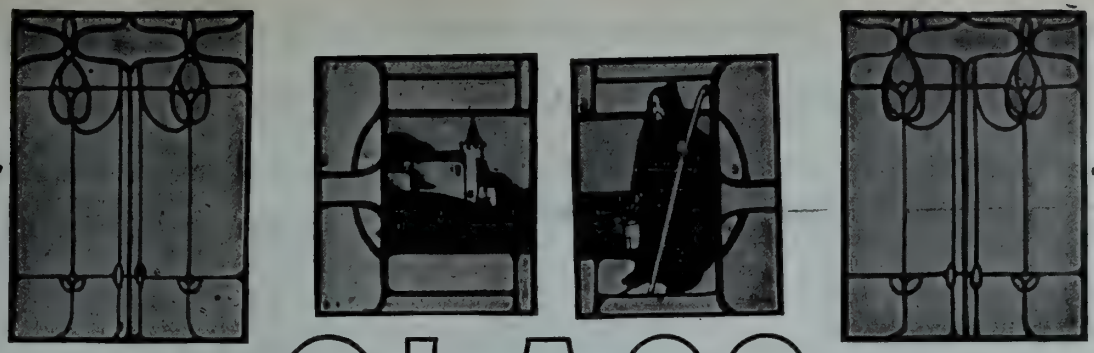
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING
Gilders, bolted, in bbls. $3 25
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal
In five gallons	$3 15
Methylated Spirits	2 55

F.o.b. Montreal, Toronto, London



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

6-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS—WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

CATALOGUES AND PRICE LISTS FREE ON APPLICATION—WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway Toronto

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.



If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB caps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	188 00	.....	.....

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.

Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.

Farriers Clip Horn, 30c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
16	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ..... 40% on list

Gilmour ..... 10% on list

AXES

Single Bit	$17 50 $19 00
Double Bit	24 50
Broad Axes	60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Round and square, 3-16 in., ¼ in., and 5-16 in., $7.30 base. Round and square over 2 in., up to and including 3 in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.80 base. Rounds over 3 in. to 6 in., $7.30 base.

base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.50 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double" list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. lots	$54 00
5,000 ft. lots	55 00

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	5 50
20 oz.	7 00

CHAIN

Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.

B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.

Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power—No. 0, $14.03; No. 1, $14.03; No. 2, $15.30; No. 3, $16.58; No. 4, $21.68.

Hand—No. 0, $11.48; No. 1, $11.48; No. 2, $12.75; No. 3, $14.03; No. 4. $16.58.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ..... $0 90 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.88; 10 in., $8.55; 12 in., $9.90; 15 in., $13.95.

Conductor pipe, 2 in., per 100 ft., $9.45; 3 in., $11.48; 4 in., $15.63; 5 in., $20.35.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅜, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW Single Double

Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN Doz

Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 60% and 10%.

HAMMERS— Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face Doz.

No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.30; 12-in., $8.25.

Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.

Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40 ;12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HORSESHOES

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft Multiplied
½ in.	$13 50	$21 00
⅝ in.	15 50	....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur de L." Premier
10¾ oz. or 28 Eng.	$13 80
28 Am. or 26 Eng.	13 45
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 6 and over, 16½c per lb; 4 and 5 lbs., 21c per lb.

Mrs. Potts' No. 55, set..... $2 90

Mrs. Potts' No. 50, set..... 3 05

Mrs. Potts' common sad iron handles, $2.78 dozen. Mrs. Potts' improved, $3.75 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

102	$2 63
103	2 78
104	3 15
Barn Door	
5	3 45
8	3 90
9	5 65

LEAD PIPE, $15.21.

LEAD WASTE, $16.11.

WHITE LEAD

Decorators' pure, 100-lb. tins. $21.60.

LINSEED OIL

See weekly report.

MACHINES—WASHING

Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS

Pick, $15.25; cutter, $15.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 75
Mop Handles	2 ..

MOWERS—LAWN

	12 in.	14 in.	16 in
Woodyatt	$ 12 00	$12 75	
Empress	14 25	15 00	
Daisy	8 75	9 50	
Star	7 40	7 85	
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.85 base; Winnipeg, $7.35. Cut, f.o.b. Winnipeg, $8.15.

NAILS, HORSE

	Capewell	New Peerless
4	.....	$7 75
5	$5.50	5 75
6	5 75	5 50
7	5 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in.	$6 60
30 in.	8 90
36 in.	10 50

Stephens
REGISTERED TRADE MARK

Economy

Durability



Barn Paint

Permanence

Spreading

"Save the surface and you save all" *Paint & Varnish*

The Four Cardinal Points

of the many selling features of **STEPHENS** Barn Paint are shown above. The farmer to-day is not only painting to save the material but he wants his buildings to reflect credit on him.

The modern farmer is efficient and successful, and determined to have his building look efficient. He wants **STEPHENS** Barn Paint because it is reasonable in cost, durable under weather attacks, permanent in color and spreads easily, covering well. It stamps the barn owner as an alert, progressive farmer. There are many other selling points that help to close your sales.

An Agency will pay you—Ask about it.

G. F. Stephens & Co., Limited

Paint and Varnish

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS
Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 36
Polarine A	1 85
Polarine heavy	1 35
Gargoyle Mobile A	1 66½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile D and Aretic	1 53½
Fuel oil — On application	
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED
(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 35
Velvetone tints	4 15
Ramsay's White	5 55
Do., colors	5 30
Dultone, White	4 25
Do., colors	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 65
Sunrise	1 50
Anchor, tarred	1 85
O.K. tarred	1 85
Tarred Felt	6 75

PICKS, CLAY
5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT
Buttweld,

Per 100 ft.	Blk.	Steel Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 10
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl. $6 00

PLATES, CANADA
18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $13.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 6" wheel	$5 35
No. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON
No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS
Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$3 70
25-lb. iron per cwt.	9 30
1½-lb.	16¾

RIVETS AND BURES
Iron rivets, 20%; copper, No. 8, 64c; No. 10, 69c; No. 12, 74c.

ROPE
British Manila—9-16 in., ¼ in., 5-16 in., 29¼c; ⅜ in., 28¾c; 7-16 in., ½ in., 9-16 in., 28¼c; ⅝ in., 27¾c; ¾ and larger, 27¼c.
Pure Manila — ¼ in. 5-16 in., 36¼c; ⅜ in., 35¾c; 7-16 in., ½ in., 35¼c; ⅝ in., 34¾c; ¾ and larger, 34¼c.
Sisal—¼ in., 5-16 in., 25¾c; ⅜ in., 25¼c; 7-16 in., ½ in., 9-16 in., 24¾c; ⅝ in., 24¼c; ¾ and larger, 23¾c.
Lath yarn, 23¾c.
Lath yarn, 24¼c.
Cotton Rope—3-16 in., 70c; ¼ in. and up, 69c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 65	0 43	7 88
1	0 43	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.
Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$
Bush	20 50
Excelsior	
Cast	20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS Each

Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET
See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM Doz.

Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT
Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, $6.90, Fort William, $7.60 Winnipeg; galvanized staples, $6.55 Fort William, ... Winnipeg.

STEEL
Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $7.30 base. Round, square, flat, up to and including ¼. ⅜ to 2 in., $6.55 base. Round and square, over 2 in. and including 3 in., flat over ¼ and up to 6 in. wide, $6.80 base; round over 3 in. to 6 in., $7.30 base. Band steel, $6.55 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 38 I.C. box	32 50
20 x 38 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—

	Victor Doz.	H. & N. Doz.	Jumbo Doz.
No. 0	$2 40	$	$
No. 1	2 85	6 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 80

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE
See weekly report.

TWINE (WRAPPING) Lb.

Cotton, 3-ply, cones	$0 60
Cotton, 3-ply, balls	0 62
Cotton, 4-ply, cones	0 68
Cotton, 4-ply, balls	0 70

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—
Scotch Grey Graniteware.
Colonial Imperial, Pearl, list plus 2½% advance.
Premier, Canada, Diamond, plus 40%
Whitewear, 22½% off.
Japanned Ware, list, plus 45%
Japanned Ware, white, list plus 57½%
Japanned Sprinklers, list plus 45%.
Stamped Ware, plain, 20-10-2½% discount.
Stamped Ware, retinned, 15-5-5%
Pieced Tinware, ordinary, list plus 90%
Pieced Tinware, copper bottoms, list plus 105%
Sheetiron Ware, list plus 72½%.
Light Galvanized Pails, plus 72½%
Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$22 50	$23 00
¼ in.	19 80	20 30
5/16 in.	18 60	19 10
⅜ in.	17 25	17 75
7/16 in.	16 20	16 70
½ in.	15 60	16 10
9/16 in.	15 45	15 95
⅝ in.	15 30	15 80
¾ in.	15 15	15 65
⅞ in.	15 00	15 50
1 in.	15 00	15 50
1⅛ in.	15 00	15 50
1¼ in.	15 30	15 80
1⅜ in.	15 30	15 80

WASTE

Cream, polishing	00 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS Doz.

Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS Each

U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	165 00

WIRE — BARB
Lyman, 4-point, $6.35 Winnipeg; Glidden Cattle, 2-pt., $6.15 Winnipeg; Baker, 2-pt., $6.05 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No 12, $7.05.
Patented screen in 100-ft. rolls $3.56 per 100 sq. ft.; in 50-foot rolls, $3.50 per 100 sq. ft.

WIRE — PLAIN
Bale ties, 14-gauge, single loop $8.65 Winnipeg, $8.00 Fort William
Brass snare wire, per lb., 90c.

WIRE — ANNEALED
No. 9, $7.70; No. 10, $7.75; No 12, $7.90; No. 14, $8.20; No. 15, $8.45; No. 16, $8.90 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	
12 inch	
15 inch	
18 inch	

WRENCHES—PIPE
Trima—27½% off list.
Stillson—20% off list.

	— Dozen— Black	N. P
Always Ready		
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES Doz.

Universal	$49 50
New Eze	82 50
Regent	75 00

The Trade Mark behind the "Hardware House of Quality"

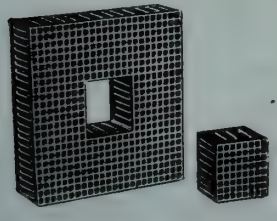
DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Radiators That Motorists Buy



McKinnon—For Fords



Showing how damaged section of the "Cellular" can be cut from core and new cells made ready to fit in.

McKINNON

The McKinnon radiator is the only one now produced in quantity which is really cellular. It is constructed to provide proper radiation (cooling of the water around the water-jacketed engines). The cellular type is a combination of individual cells made of metal as thin as .0025 of an inch without tearing or stretching the strips.

It has been carefully tinned inside and out; the sides of water tubes are corrugated; the cells are individual.

PERFEX

The Perfex Radiator is a patented product embodying the following features — handsome appearance, flexible core construction, heavy tanks, patented spring bracket suspension, highest grade materials, tanks are made of a heavy special mixture of bronze with 18-gauge material; castings riveted and soldered.



Perfex—For Fords

The J. H. Ashdown Hardware Co., Limited
Winnipeg

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

MADE IN CANADA

BUFFALO OILS

Special Cylinder Oil for Steam Engines
Harness Oil Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.



These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

North Star Oil & Refining Company LIMITED

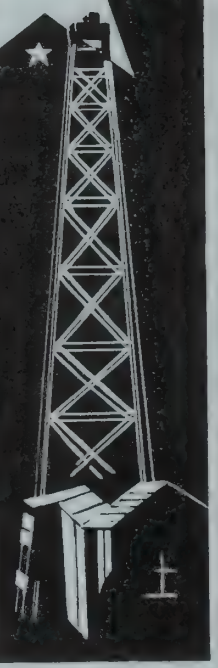
WILLIAM PENN MOTOR OIL

"High as the Stars in Quality"

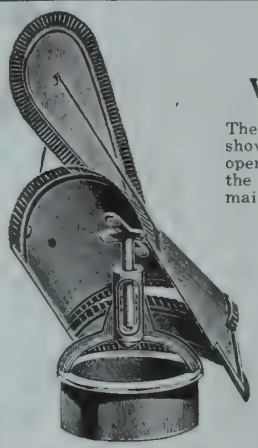
Red Star Gasoline

★

Family Safety Coal Oil



Head Office
WINNIPEG
Branches throughout the West



O-Rib-O
Volcano Chimney Top

The Deflector the lower slanting part shown — receives wind through the sloped opening, directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys, and closes sales with a bang. Homes, stores, churches, factories are all your prospects.

Order to-day.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

ARNETTIZE YOUR STORE

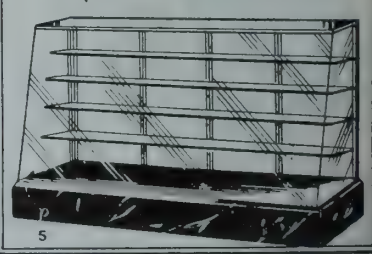
IT IS A FACT

that stores we have Arnettized are showing greatly increased sales and growing popularity.

Arnett Service arranges your store to make the most sales with the least trouble. The Silent Salesman has time for all your customers.

Write for illustrated catalog and details of Arnett Expert Service.

Thomas Lewis Arnett
Souris, Man.



MILBRADT LADDERS



are made in many styles and to fit all kinds of Shelving. They are made to order.

Write to J. H. Ashdown Hardware Co., Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 E. 13th Street
ST. PAUL, MINN, U.S.A.

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
Winnipeg, Man.

KINREAD'S KANT-BREAK HALTER

"The Line of Progress"
R. R. Kinread
72 - 74 Princess St. Winnipeg

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

THE
Saskatchewan Glass & Supply Co., Ltd.
MOOSE JAW, SASK.
GLASS

MR. HARDWARE DEALER:—

BUY in MOOSE JAW

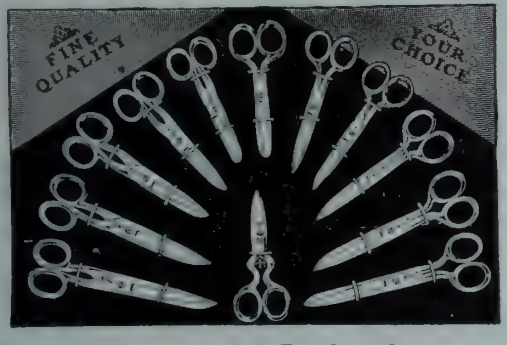
SERVICE and PRICE UNBEATABLE

WE CAN SUPPLY ANY SIZE IN

PLATE AND WINDOW GLASS
WINDSHIELD GLASS
MIRRORS AND FANCY GLASS

and all kinds of Glass for a building

TRY US AND BE CONVINCED



Shears and Scissors
Profitable for Import

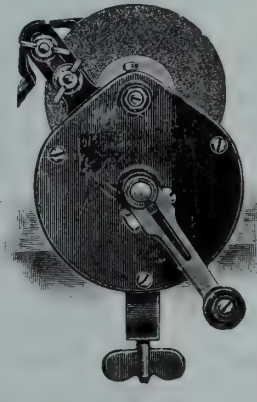
"Acme" shears and scissors are of special interest to dealers because of their extremely low price for the excellent quality. "Acme" offers a splendid line to sell in conjunction with a high-priced line. Their famous, specially hardened, sharp cutting edges "deliver the goods" for the consumer and thus bring repeat sales and future business to the dealer. An output of 35,000 pairs daily insures satisfactory delivery.

Write for Catalogue No. 5

The Acme Shear Co.
Bridgeport, Conn., U.S.A.

Incorporated 1882
Capital Stock, $500,000

Canadian Agent:
Mr. A. J. McCrae, 23 Scott St.
Toronto



Coolkutter Tool Grinders
Are Enclosed Cut Gear Machines

Points That Make Sales

The Coolkutter Tool Grinder is a quality product, that sells on merit. Its service-giving qualities and moderate price make these grinders a profitable line for the progressive hardware merchant. Build your sales by adding this profitable line to your stock.

The grinding wheel used on the Coolkutter machine was carefully selected for its cool and quick-cutting qualities. These Grinders are finished in black japan, made in four sizes.

Western Hardware Mfg. Co.
Milwaukee, Wisconsin

If interested tear out this page and place with letters to be answered.

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Canada Metal Co., Toronto.
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Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
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Chicago Flexible Shaft Co., Chicago, Ill.
Northern Electric Co, Ltd., Montreal.
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Auto Specialties Co., Fort Erie, Ont.
Benjamin Electric Co., Toronto
Boston Varnish Co., Everett Station, Boston, Mass
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Canadian General Electric Co., Ltd., Toronto.
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The Concrete Bumper Co., Windsor, Ont.
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The Franco-British Supply Co., Winnipeg, Man.
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Frank Mossberg Co., Attleboro, Mass.
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Northern Electric Co., Ltd., Montreal.
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Rock Island Mfg. Co., Chicago, Ill
C. A. Shaler Co., Waupun, Wis.
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J. H. Williams & Co., Ltd., St. Catharines, Ont.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

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Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Millers Falls Company, Millers Falls, Mass.

Auto Locks
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Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

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Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co, Ltd., Toronto
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.
The Toronto Lock Mfg. Co., Toronto.

Bolts, Hanger Screw
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Boring Bars
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Renaud Motor Supply Co., Ltd., The, Montreal

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
United Brassfounders & Engineers, Ltd., Manchester, England.
The Toronto Lock Mfg. Co., Toronto.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

Barrett Roofings, Cements Industrial Paints etc.

The Wise Dealer Looks Ahead

HE wants to make profits, of course, but he must make friends of his customers—he must win and hold their confidence by selling them reliable goods at fair prices.

That's why wise dealers like to sell Barrett products. Our sixty years' successful manufacturing experience insures the absolute reliability of every article bearing the Barrett label.

The Popular Fly Oil



Lice Destroyer, Cow Spray

Creonoid is a wonderfully effective destroyer of flies, lice and other vermin, and a fast seller in every farm community.

When the worry caused by flies and other insects is removed by Creonoid, horses do more work, hogs fatten more quickly, cows give more milk, and hens lay more eggs. That means bigger farm profits.

The farm where Creonoid is used is healthier, too. For Creonoid kills the malarial mosquito and other germ carrying insects. It also not only kills flies but is an effective way to prevent their breeding.

We Help You Sell It

Our advertising plans for 1921 include many farm paper and newspaper advertisements featuring this remarkable Barrett product. We are making customers for Creonoid right in your territory. If you order now you will be prepared to make the profit on this demand.

Creonoid comes all ready for use in 5 and 10 gallon cans, half barrels and barrels. It is easy to apply and cheap enough to use freely. Full directions accompany each can.



Spraying hen house with Creonoid

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If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Bronze Castings
The Toronto Lock Mfg. Co., Toronto.

Brooms
Meakins and Sons, Limited, Hamilton, Ont.
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Business Machines
The International Business Machines, Ltd., Toronto.

Buttons, Electric Push
The Toronto Lock Mfg. Co., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto Lock Mfg. Co., Toronto

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.
Soren Bros. Co., Ltd., Toronto.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.
The Toronto Lock Mfg. Co., Toronto.

Castings, Grey Iron
The Canadian Stoves Limited, Grimsby, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd. Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Ward & Payne, Sheffield, Eng.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.

Chucks, Tap
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

Churns, Glass
The Dazey Churn & Mfg. Co., St. Louis, Mo.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out, Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Chicago Flexible Shaft Co., Chicago, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

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Meakins Displayed Means Sales Made

You can sell brushes the whole year round, from paint brushes to brushes for domestic use. Meakins Brushes represent honest, faultless workmanship, and will delight your customers with their service-giving qualities. The better grades are Rubber Set; the bristles cannot come out, and they will prove as reliable in your customers' hands as they will prove their ability to increase your brush business. Meakins displayed means sales made, and sales made mean satisfaction and profits. Think it over.



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THE BUYERS' GUIDE

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry, Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
J. H. Williams & Co., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Soren Bros. Co., Ltd., Toronto.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Display Racks and Stands
Cameron & Co., Toronto.

Disinfectants
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bells
The Toronto Lock Mfg. Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Toronto Lock Mfg. Co., Toronto

Door Hangers
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Door Strip
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
The Sheffield Twist Drill & Steel Co. Ltd., Sheffield, England.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont.
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Grinders
Western Hardware Mfg. Co., Miwaukee, Wis.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd. Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Casement, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fence Posts, steel
Burlington Products Co., Ltd., Hamilton, Ont.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

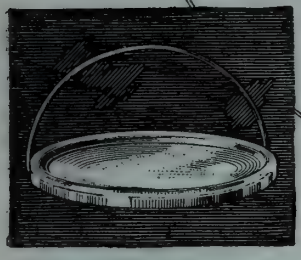
Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
The Toronto Lock Mfg. Co., Toronto.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

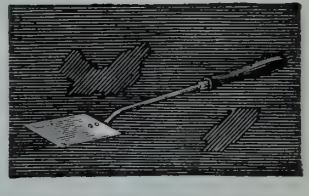
Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

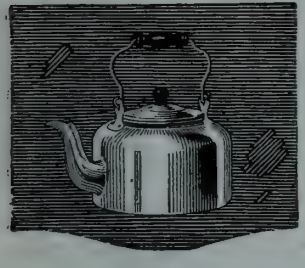














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The Popular Aluminum

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THE BUYERS' GUIDE

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
The Canadian Stoves Limited, Grimsby, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Soren Bros. Co., Ltd., Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gasoline Tanks and Pumps
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Granite Ware
Sheet Metal Products, Ltd., Toronto.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Door
The Toronto Lock Mfg. Co., Toronto.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Greenfield Tap and Die Corp.

Hangers, Barn Door
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hangers, Door
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Slater & Barnard, Ltd., Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

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SHEFFIELD, ENGLAND

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PEERLESS

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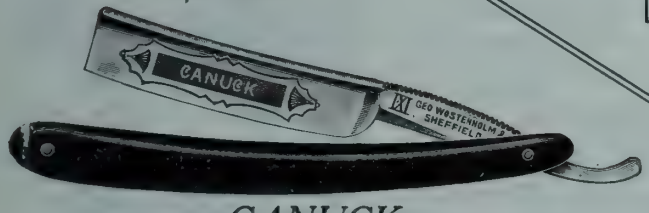
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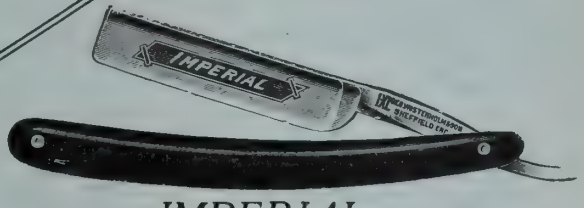
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THE BUYERS' GUIDE

Headlights, Auto
Northern Electric Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Heaters, Gas, Water
The Canadian Stoves Limited, Grimsby, Ont.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hooks, Fish
Ludgate, Ryder, Thomas & Co. Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Northern Electric Co., Limited, Montreal, Que.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Applinances
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Household Pails
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull Que.
Soren Bros. Co., Ltd., Toronto.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Ironing Boards
The Stratford Mfg. Co., Stratford, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.
Soren Bros. Co., Ltd., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Knockers, Door
The Toronto Lock Mfg. Co., Toronto.

Ladders, Step, Extension, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicag

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, On
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Lathe Dogs, Drop-forged
J. H. Williams & Co., St. Catharines, Ont.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Seats
The Stratford Mfg. Co., Stratford, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Swings
The Stratford Mfg. Co., Stratford, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

Levels
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
J. H. Williams & Co., St. Catharines, Ont.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

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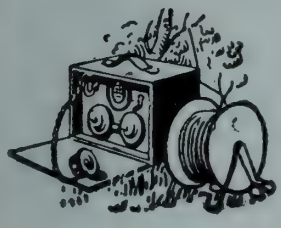
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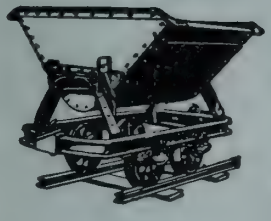
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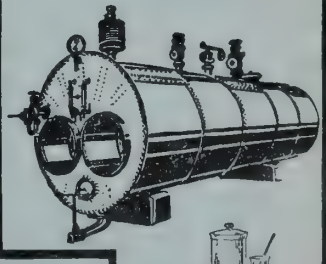








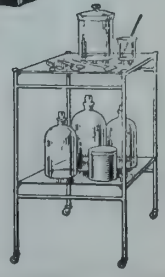






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Caxton House, Tothill St., London, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



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THE BUYERS' GUIDE

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metal Cutting Saws
Clemson Bros., Inc., Hamilton, Ont.

Metal Saws, Power
Clemson Bros., Inc., Hamilton, Ont.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Milk Pails
E. B Eddy Co., Ltd., Hull, Que.

Milling Cutters
Will Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd. Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.
Sheet Metal Products, Ltd., Toronto.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
Atlas Iron, Wire & General Metal Works, Toronto.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm J Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co. Toronto.
Soren Bros. Co., Ltd., Toronto.

Pipe Straps
Walter H Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Savage Arms Corpn., Utica, N.Y.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

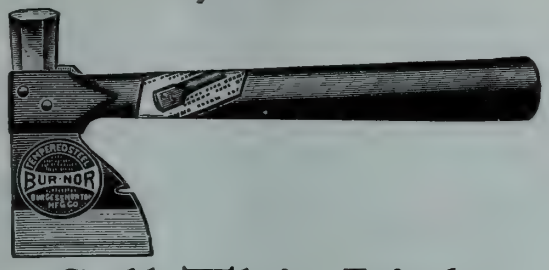
Pliers
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
F. W. Lamplough & Co., Montreal, Que.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Chamberlain Desolvo Co., Toronto.

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82 McGill Street Montreal, Canada

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THE BUYERS' GUIDE

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pruning Shears
The Peck, Stow & Wilcox Co., Southington, Conn.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Push and Pull Plates
The Toronto Lock Mfg. Co., Toronto.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. R. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Westco Pumps Ltd., Toronto.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gine-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
AutoStrap Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
C. C. Craig Co., Winnipeg.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros. Co., Ltd., Toronto.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., St. Catharines, Ont.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Roofing, Ready
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
The B. Greening Wire Co., Ltd., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Safety Razors
Auto-Strop Safety Razor Co., Toronto, Ont.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

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E. C. Atkins & Co., Hamilton, Ont.
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Millers Falls Company, Millers Falls, Mass.
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Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

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Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

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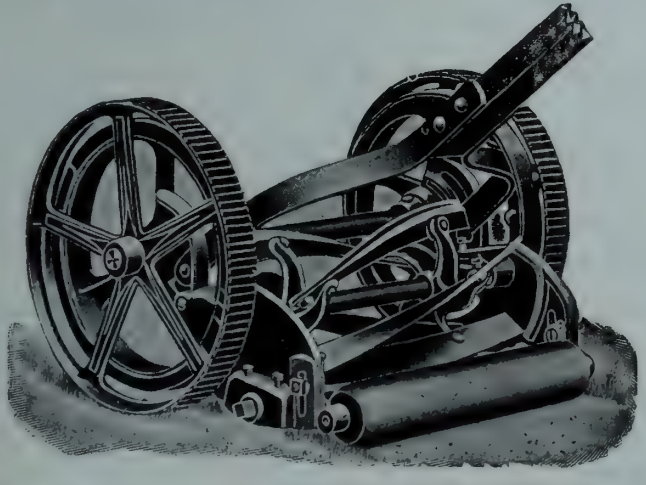
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Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines, Electric and Motors
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shop Barrels
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Souris, Man.

Sickles
Wiebusch & Hilger, Ltd., New York, N.Y.

Sifters, Ash
The Burrowes Mfg. Co., Toronto, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Soren Bros. Co., Ltd., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
The Crescent Co., Meriden, Conn.
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Crescent Co., Meriden, Conn.
The Peck, Stow & Wilcox Co., Southington, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Canadian Potato Machinery Co., Ltd., Galt, Ont.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Stools
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Stones, Sharpening
The Western Hardware Mfg. Co., Milwaukee, Wis.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian General Electric Co., Ltd., Toronto, Ont.
Canadian Westinghouse Co., Limited
National Electric Heating Co., Ltd., Toronto, Ont.
The Northern Electric Co., Limited, Montreal, Que.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Strops, Razor
C. C. Craig Co., Winnipeg.
Dingley Bros., Export, Limited, Lindsay Bldg., Montreal, Que.

Stroppers, Automatic Razor
C. C. Craig Co., Winnipeg.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Syphons
The Anthes Foundry Co., Limited, Winnipeg, Man.

Tacks
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
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Caverhill, Learmont & Co., Montreal.
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The L. S. Starrett Company, Athol, Mass.

Tarpaulin
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tarred Welts
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Timers for Ford Cars
The Franco-British Supply Co., Winnipeg, Man.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
Canadian K.K. Co., Ltd., Elora, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
Henry Disston & Sons, Limited, Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube Co., Woodstock.

Tumbler Holders
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders & Engineers, Ltd., Manchester England.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

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Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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The Adamson Mfg. Co., Hamilton, Ont.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
J. H. Connor & Son, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Kribs Ltd., Wm. A., Hespeler, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.

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Acme Waste Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
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Caverhill, Learmont & Co., Montreal.
The Canadian Supply Co., Ltd., Saskatoon, Sask.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Screens
Atlas Iron, Wire & General Metal Works, Toronto.

Woodenware
The Brett Mfg. Co., Winnipeg, Man.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., St. Catharines, Ont.

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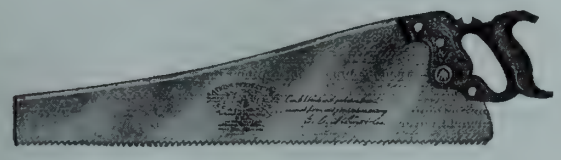
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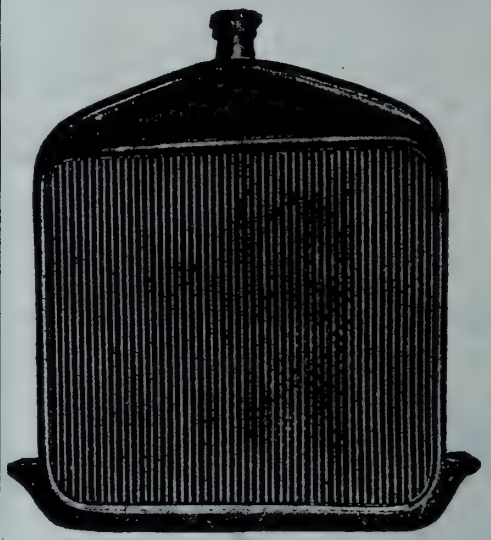
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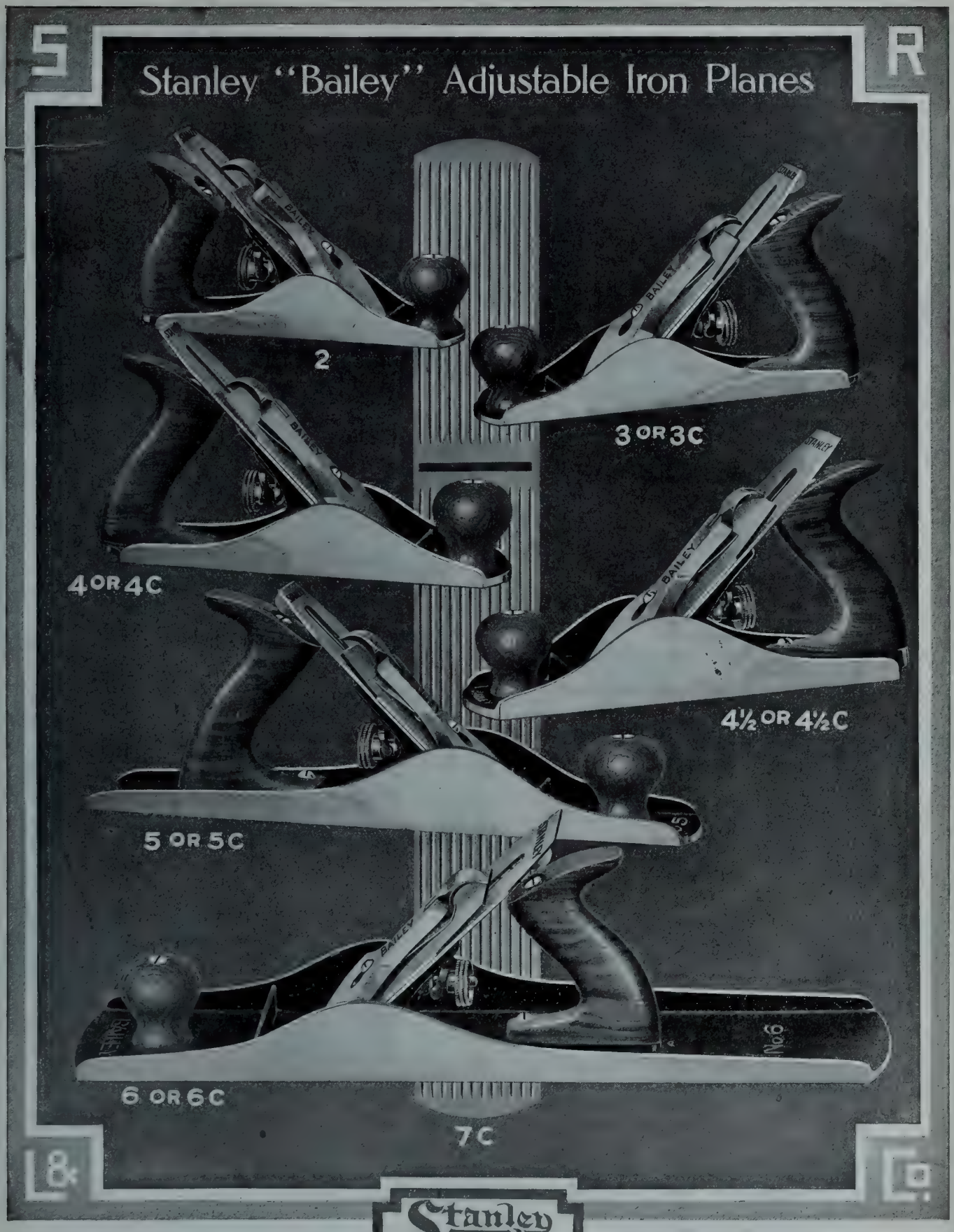
STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

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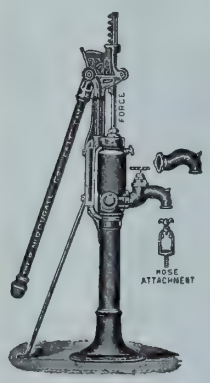


Fig. 117

"McDougall" Well Pumps

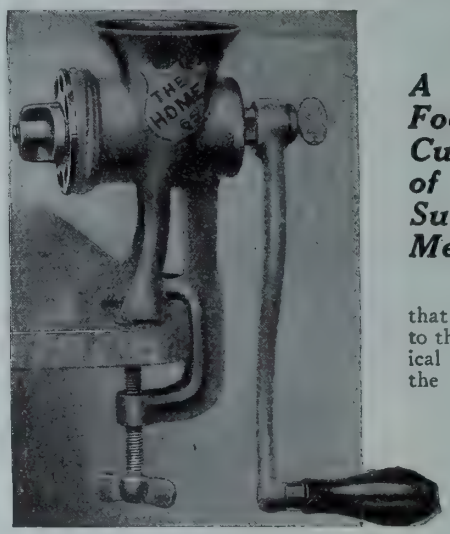
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Maxwell

"HOME 65"

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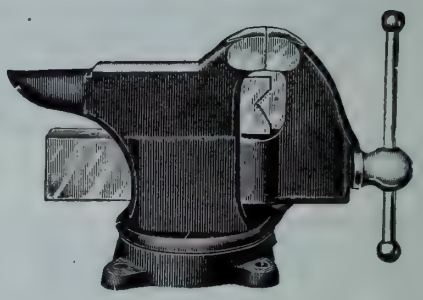
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It Is Easy to Sell CARTER'S GENUINE DRY RED LEAD

Your painter customers need this durable and economical Red Lead Paint.

Highly oxidized and very finely pulverized Carter's Genuine Dry Red Lead is an ideal paint for safe-guarding steam pipes, iron and metal work, etc.

A stock of Carter's on your shelves will put the red lead business of your community within your reach.

Write for prices and particulars of this and the other Carter products—Genuine Dry White Lead, Genuine Orange Lead and Litharge.

The Carter White Lead Company of Canada Ltd., 91 Delorimier Ave., Montreal

If interested tear out this page and place with letters to be answered.

WENTWORTH WELLWORTH
BRASS
TODDY KETTLES

Polished **Nickel-Plated**



One-Piece Spun Body 1 Pint

Cast Spout, Feet and Handles 2 Pints

WENTWORTH MFG. CO., Hamilton, Canada

Owned and Operated by E. T. WRIGHT CO., LIMITED



THE STANLEY WORKS

Ball Bearing Butts

When buildings of this calibre are equipped with Ball Bearing Butts, it is good reason why architects and builders have real confidence in products of this organization.

Did you get a copy of our Ball Bearing Butt catalog R111?

If not, we will gladly send one.

Canadian Representative :

A. MacFARLANE & CO. - Coristine Bldg., Montreal

STANLEY PRODUCTS



The Stanley Works-New Britain, Conn., New York, Chicago.

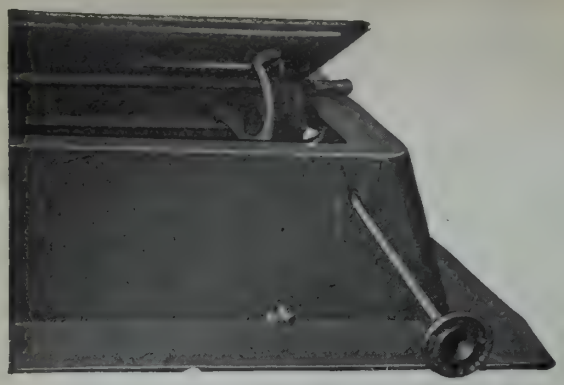
SAWS

For the Hardware Dealer there is Satisfaction in knowing that the Saws he sells will give the customer the best of service. If he handles the Simonds line he is assured of the highest quality backed by the fullest guarantee.

Write for terms and discounts.

Simonds Canada Saw Co., Limited
Montreal, Que.
St. John, N.B. Vancouver, B.C.

SIMONDS



QUALITY *SERVICE*

THE BON LIMITED — CHANDELIERS — LIGHTS — MANTELS - GRATES & TILES

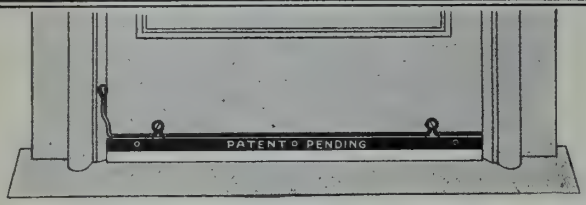
Barton-Netting Co.

LIMITED

9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY



The Automatic Door Strip

A rubber attachment made in lengths to fit any door; works automatically; no friction; cannot wear out; no draughts; saves coal and time. Easily adjusted; satisfaction guaranteed. Write to-day.

Atlas Iron, Wire and General Metal Works

815 Queen St. West, Toronto. **Phone Adel. 388**

Manufacturers of

Elevator Enclosures; Works for Banks, Offices, etc., a specialty; Ornamental Iron Fence; Wire Window Screens; Guards for Machinery Protection.

"While we stand still we rust."

A Good Year-round Seller is within your reach. Seize this opportunity to stock

The "TWEED" Sanitary Chemical Closet



It will bring you surprising results.

Stamped out of Black Sheet Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded.

Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

Write for Catalogue.

STEEL TROUGH & MACHINE CO., LTD. : TWEED

KEYSTONE BRAND

Stapled Metal Cased Brooms

HAVE YOU Overlooked the Factory Broom TRADE?

Think of the profit to be made in this one line! Isn't this trade worth getting after?

The Keystone Stapled Metal Case Broom, especially designed and manufactured for the heaviest work in factories, garages, mills, warehouses and stables, will enable you to secure this business easily against all competition.

A metal case binds the corn securely to the heavy maple handle. The broom cannot be pulled from the handle, nor can the corn be cut or broken at the shoulder of the broom. Made of all corn, or corn and bamboo in various weights.

Order a supply to-day. Make this factory trade your own.

Write for prices.

Stevens-Hepner Company, Ltd.
Port Elgin - Ontario



BIG PROFITS

FOR THE RETAIL HARDWARE STORE

SELLING

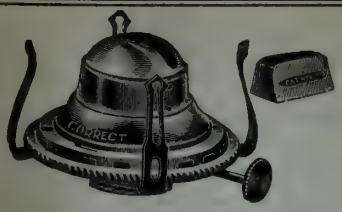
Tents and Camp Equipment

WE ARE WHOLESALE MANUFACTURERS—TRY US

WOODS MANUFACTURING CO., LIMITED

OTTAWA

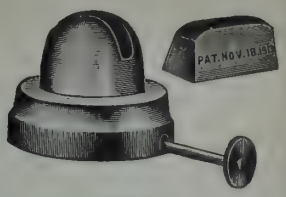
If interested tear out this page and place with letters to be answered.



A and B Size Correct Lamp Burner

Correct Lamp and Lantern Burners

(Flame Spreader Type)



No. 2 Cold Blast Correct Lamp Burner.



Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner.

25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the **"Queen Mary"** and **"Dominion"** Burners.

The Schultz Manufacturing Company
LIMITED
HAMILTON, CANADA

Give us your Wholesaler's name and we will send you a sample



Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

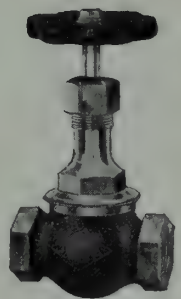
A VALVE for EVERY SERVICE

Your Guarantee and His

TRADE JENKINS MARK
Jenkins Bros

If the Jenkins Diamond Trade Mark is cast upon the body of the valve you sell him, your customer is going to be satisfied.

Because the Diamond Trade Mark identifies the genuine Jenkins as distinct from its numerous imitators and is an assurance to the purchaser of that efficient and economical service which only the genuine Jenkins can give.



And whatever your customers' valve requirements may be there's a Jenkins Valve to fit the need.

Catalog No. 8 pictures and describes the entire line. Write for copy to-day.

Jenkins Bros
LIMITED

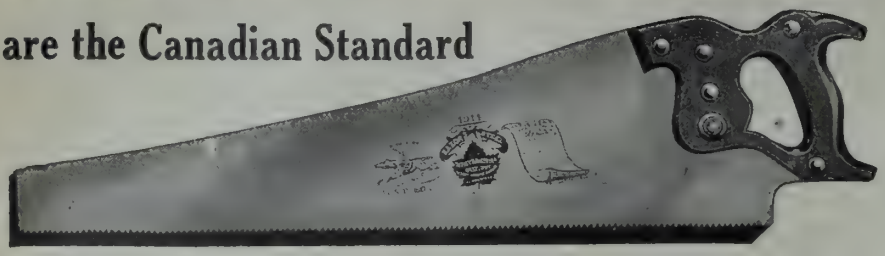
TRADE JENKINS MARK Jenkins Bros

TRADE JENKINS MARK Jenkins Bros

Head Office and Works: 103 St. Remi St. Montreal Can.
TORONTO *European Branch* VANCOUVER
6 GREAT QUEEN ST., KINGSWAY, LONDON, W.C.2. ENG.
AGENCIES IN ALL THE PRINCIPAL COUNTRIES OF THE WORLD

MAPLE LEAF HAND SAWS

are the Canadian Standard



No. 1914
The newest in up-to-date saws. Combines keen cutting qualities with improved features.

Unbreakable Handle

Our saws are made on a high standard basis that wins satisfactory sales for the dealer.

You can sell **Maple Leaf Hand Saws** in full confidence that "worth while" prestige for your store will be the logical result.

Shurly-Dietrich Co.
LIMITED
GALT - CANADA



More Profitable Lines for the Hardware Dealer





Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

CHEMICAL CLOSETS THAT SELL



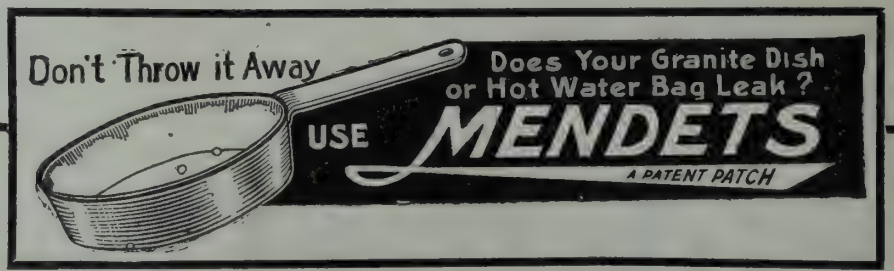
WAKYTE SANITARY CHEMICAL CLOSETS are the recognized convenience for districts where sewer and water accom m odation is not obtainable. Used in thousands of homes, schools, etc., all over Canada.

A specially designed article with corrugated iron body, and with selling points that close sales. A Superior line with SUPERIOR QUALITY, that means service to the buyer, and a quick turnover and substantial profit for the dealer.

Stocks carried by: James Simmonds, Ltd., Halifax, N.S.; Sumner Co., Ltd., Moncton, N.B.; Thompson & Sutherland, Ltd., New Glasgow and Sydney, N.S.; J. S. Mitchell & Co., Ltd., Sherbrooke, Que.; W. B. Dalton & Sons, Ltd., Kingston, Ont.; Hobbs Hardware Co., Ltd., London and Toronto, Ont. And all jobbers in the Prairie Provinces.

Place your order through your Jobber or direct

WAKYTE MFG. CO., LTD., WINNIPEG



Quick Sales
Big Profit
Satisfaction

Occupy But Little Space
Sell Easy

Here is a quick, easy seller that takes up little space in your store. An extensive investment in advertising has increased the demand everywhere for an article so effective that it creates naturally an enormous demand. Display Mendets and they sell themselves. Write your jobber.

Collette Mfg. Company, Collingwood, Ont.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

in

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open-Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.
MONTREAL
Established 1888

Sales Office:
202 Royal Bank Bldg.
TORONTO
R. H. Phipps, Sales Mgr.
Phone Adel. 3316.

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna



No. 142 Hook
Cast Brass

You Will Increase Your Business

if you stock Stratford Brass Products. Send for Catalogue. We can supply you with everything in Furniture Trimmings of all kinds, also Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company
Limited
Stratford, Ontario



Small Tools and Hardware Specialties Hack Saws and Frames



Crescent Line

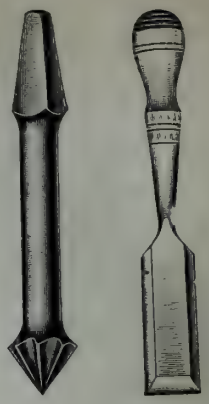
A reliable, saleable line of goods that is made up to a standard of quality that holds your customers and builds future sales.

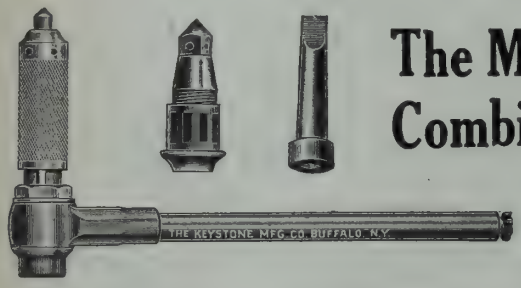
At Your Jobbers

Campbell Agencies

Toronto, Canada

The Crescent Company
Meriden, Conn.





The Most Popular Ratchet Combination

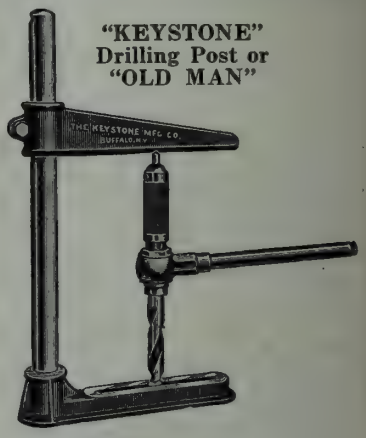
The "Keystone" Reversible Ratchet combination No. 200 has been proven by many hardware dealers to be the best seller in their localities. It consists of ratchet for taper shank drills, sleeve for square shank drills, and short boiler socket for square shank drills, sockets are interchangeable. All working parts are enclosed, preventing dust and grit from clogging up mechanism.

Sales of Keystone Ratchets open the way to sales of Keystone drilling posts—the time-saving brace. "Keystone" tools are known the world over for high quality. Sell them for profit and prestige.

Let us know if your jobber can't supply you.

The Keystone Manufacturing Co., Postal Station "B" Buffalo, N.Y.

"KEYSTONE" Drilling Post or "OLD MAN"

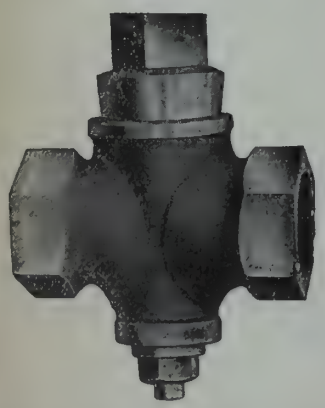


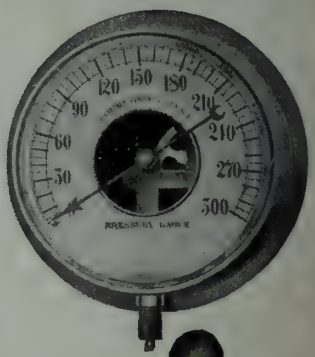
FIVE WORKS---OVER 3,000 EMPLOYEES

UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG









Specialists in the manufacture of

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.

"UBEL" SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

Representatives for Canada (East of Alberta)
W. H. CUNNINGHAM & CO., 269 Richmond St. West, Toronto.
For British Columbia and Alberta
W. MASON ROOKE, M.I.M.E., 613 Dominion Bldg., Vancouver, B.C.



Unusual Selling Points

Carbalox is a product of the electric furnace so fast and cool cutting as to be particularly adapted to the rapid cutting and polishing of metals.

Being available in handy rolls, it reduces cost of production because the workman, keeping a roll at hand, uses as desired without waste or loss of time in cutting.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

To The Trade

Do you know that we carry a large stock of eavestrough spikes, dampers, damper clips, stove pipe wire and CANADA PLATES?

We have a shipment of the famous QUEEN'S HEAD GALVANIZED SHEETS on the way.

We also have STOVE PIPE ELBOWS in stock.

WHEELER & BAIN
179 King Street East, Toronto, Ont.
Phone Main 785

UNIMECO
MADE IN CANADA
WROUGHT WASHERS

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

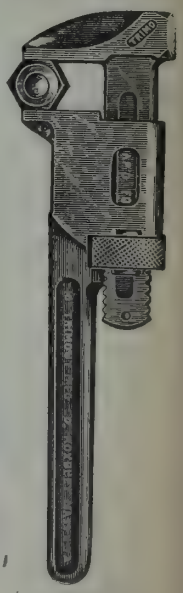
TRIMO
THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.



Pipe Wrench Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

If interested tear out this page and place with letters to be ***answered.***

"The Premier"

The Chicago "Premier" Spring Pivot Hinge is high-class—in a class by itself.

The weight of the door is carried on ball bearings, the eccentric has roller bearings and the spring is made of best tempered steel flat wire.

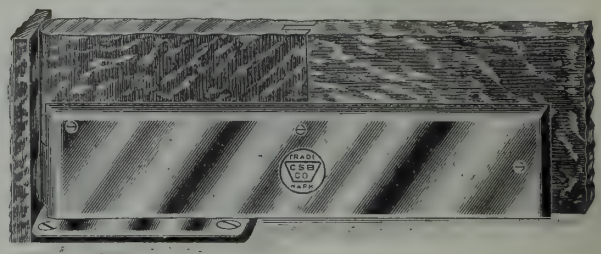
It also has a tension adjustment and an aligning feature.

It is recognized as the "PREMIER."

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue 36

TRADE CHICAGO MARK
SPRING HINGES

TRADE CSB CO MARK

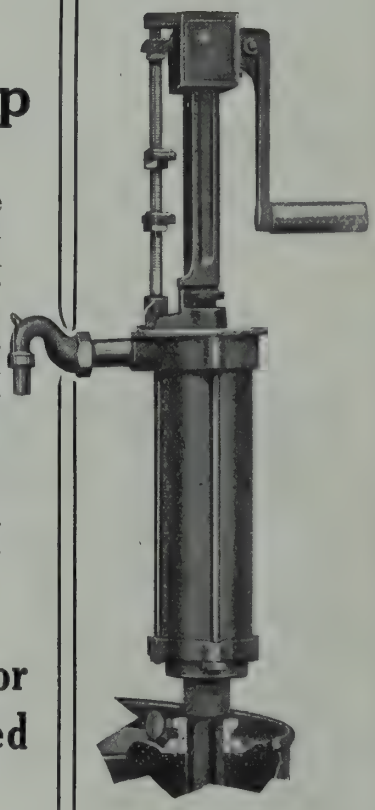


Hand Oil Pump

You can practise thrift and lessen your fire hazard by the use of our Hand Oil Pump. Oil-soaked floors are dangerous, besides increasing the waste oil bill.

Install this efficient Hand Oil Pump, and eliminate these unnecessary evils.

Hamilton Motor Works, Limited
Hamilton
Canada



MADE IN CANADA

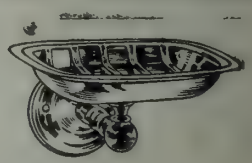
Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

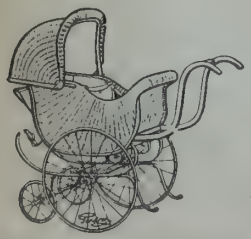


THE GENDRON MFG. CO., Ltd.



Makers of a line of goods that are always in demand.

Children's Vehicles
Bathroom Fittings
Coaster Wagons
Sleds and Sleighs





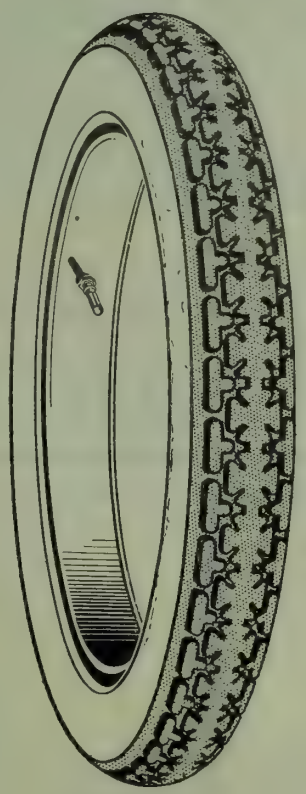
THE GENDRON MFG. CO., Ltd.
137 Duchess Street, TORONTO

If interested tear out this page and place with letters to be answered.

Build Your Accessory Trade Around "Gutta Percha" Tires

Your success in 1921 depends on the goods you carry. When you are buying your tire and accessory stock select goods that have the confidence of the motoring public. Build your future trade around the lines that carry "Gutta Percha" stamp of quality. Price is secondary to satisfaction, but we make the dealer feel that the price gives satisfaction as well as the tires.

The wonderful mileage record "Gutta Percha" Cord and Fabric Tires made during 1920 earned them the name "The Tires That Give Satisfaction." Dealers who are now handling Gutta Percha Tires and Accessories are building up a trade that will stay with them as long as they carry these goods. Dealers who carried "Gutta Percha" Tires this past season, are right in line for a big trade with satisfied customers for 1921.



CROSS TREAD

Inner Tubes

Made of pure para rubber by experts and thoroughly tested before leaving the factory.

Ajax Patches

Put on with your two hands. Patch will not pull or creep with friction.

Weldacut

For sealing up small cuts in the tread of tires and for repairing tubes.

Interliners

Strengthen worn casings and add miles to the life of a tire.

Blowout Patches

Suitable for blowouts or rim-cuts. Tire will not leak again in the same place.

Talc Powder

Prevents tube from becoming over-heated and adhering to the cover.

Running Board Mats

Long-wearing rubber mats prevent slipping on the running board and add to the appearance of your car.

Pedal Rubbers

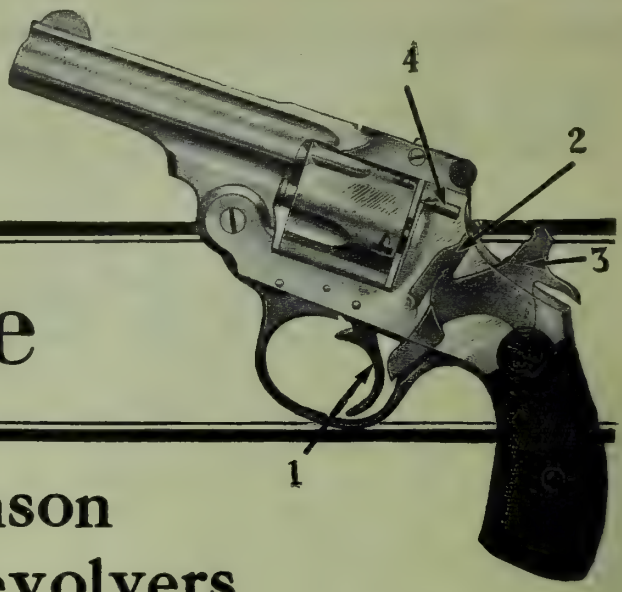
The foot does not slip on pedals equipped with pedal rubbers. Perfect foot contact insures quick control.

Gutta Percha & Rubber Limited

HEAD OFFICES AND FACTORY: TORONTO

Branches: Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Lethbridge, Vancouver, Victoria

If interested tear out this page and place with letters to be answered.



The Feature

that Sells Iver Johnson Safety Automatic Revolvers

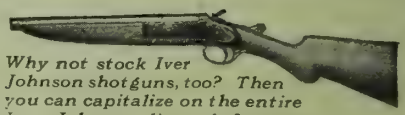
The only way to discharge an Iver Johnson is to pull the trigger (1) all the way back; this action raises the lifter (2), which forces hammer (3) to cocking position. When lifter is at its highest point the hammer covers the firing-pin (4). At this position the hammer is released, striking the lifter, which in turn strikes the firing-pin, driving it into the cartridge.

No impact can force the hammer against the firing-pin—thus the world-famous slogan "Hammer the Hammer."

Stock the entire line—22, 32, 32 special and 38 calibers, Hammer and Hammerless models with Regular, Perfect Rubber and Western Walnut grips.



"The Safe Revolver to Sell"



Why not stock Iver Johnson shotguns, too? Then you can capitalize on the entire Iver Johnson line of firearms.

Write for firearms catalog and complete dealer information. Ask about Iver Johnson bicycles and motorcycles, too. A good line to stock complete

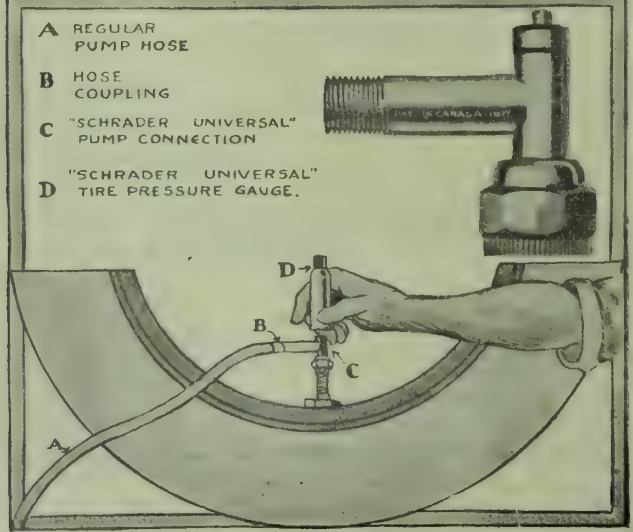
IVER JOHNSON'S ARMS & CYCLE WORKS,
99 Chambers Street, New York **717 Market Street, San Francisco**

Test Tire Pressure With Pump Hose Connected

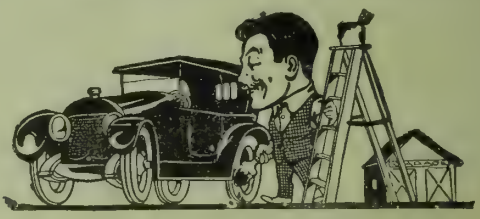
SCREW the Schrader Universal Pump Connection to the regular hose-coupling of either hand or power pump, and you can use the Pressure Gauge without removing hose from valve. This saves you a lot of time and trouble. You simply place your pressure gauge over deflating pin. This handy little device costs only 65 cents, but it adds greatly to your convenience.

SCHRADER UNIVERSAL PUMP CONNECTION

Made in Canada by
A. Schrader's Son, Inc.
334 East King Street, Toronto
London, Eng., New York, Chicago



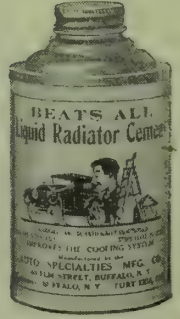
It's Easy BEATS-ALL Way



Supply your trade with either

BEATS-ALL Liquid or Powder RADIATOR CEMENT

Two Sizes—Liquid 50c. and 75c.—Powder 35c. and 50c.



Why resort to a soldering iron?—Use BEATS-ALL.

It is safe and dependable. When left in radiator acts as a preventive for new leaks.

Guaranteed to repair leaks quickly and permanently.

Dealers—write to-day for our remarkable proposition. It will pay you.

Auto Specialties Mfg. Co.
FORT ERIE, CAN.



If—I had only put on—WEED TIRE CHAINS

Regrets avail nothing when the harm is done.

Many an accident might have been avoided and many a life saved if drivers of automobiles had only exercised ordinary, everyday precaution and had listened to the warnings which for years have been sounded through the magazines and daily newspapers, viz.—"Always put on Weed Tire Chains when the roads and pavements are wet and slippery."

It's all very well to say, "I'm sorry—I didn't mean to do it."

Regrets don't mend broken limbs or bring back the lives that have been taken. The innocent victims have suffered through no fault of their own while the careless motorist escapes with a reprimand, the payment of Doctor's bills and the expense of having his car repaired.

Is there no way to make such fellows realize their responsibility and have ***more regard for the rights of others?***

Skidding accidents would never occur if every motorist exercised care in driving and put on Weed Tire Chains whenever roads and pavements were wet and slippery or covered with mud and slime.

In the interest of humanity—in the interest of safe and sane motoring Put on your Weed Tire Chains "at the first drop of rain," and insist that others do the same.



MR. DEALER: Write us for advertising material, also for names and add esses of nearest jobbers stocking Weed Tire Chains.

Dominion Chain Company, Ltd.

Niagara Falls, Ontario, Canada.

We manufacture a complete line of welded and weldless chains—all types, sizes and finishes—and every link will hold for the purpose intended.



If interested tear out this page and place with letters to be answered.

SPARK PLUGS

FOR STEADY FIRING



An Article Well Displayed Is Half Sold

Attractively packed merchandise fulfills the three functions of a good selling display—attracting attention, arousing interest and stimulating desire.

The exceptionally attractive package which Goliath Spark Plugs are now packed in furnishes you with material for endless displays. Feature Goliath Plugs in your windows.

The space occupied by your windows is the most valuable part of your store. Make it pay your rent—by displaying attractive and seasonable merchandise.

The Margin of Profit, on Goliath Plugs, will appeal to you.

Canadian General Electric Co., Limited

Head Office TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

If interested tear out this page and place with letters to be answered.



Clark

Double Purpose

Heaters

In the Car While Driving Keeps Passengers Warm

Clark Heaters offer the most practical, common-sense way of heating either open or closed cars. They are simple and easy to operate and unfailing in action. There is no flame, smoke or odor with Clark Carbon Fuel. It lasts from 12 to 14 hours and is made ready in five minutes. The same heater under the hood warms the engine while standing, making starting easy and certain.

Every Car at Your Door A Prospect



The Duchess—No. 8XX

The Handsomest Heater Ever Built.

Covered with rich, velvet plush in blue, green, or maroon shades. Extra wide, highly finished, nickel-plated flange at ends. Extra heavy body construction and insulation. All outside metal parts quadruple nickel-plated — de luxe finish. Side and end heat controls to give perfect heat regulation. Two fuel drawers. 24 inches long. Weighs 12 lbs.

Under the Hood While Standing Keeps the Engine Warm

One of these reliable, efficient Clark Heaters under the hood keeps the engine warm and ready for instant starting. Give your engine and yourself this consideration when in the street or garage. It prevents all cold weather starting troubles and damage from frozen circulating system. A blanket over the hood increases the efficiency of the heater. The same heater in the car keeps passengers warm.

Your Jobber Stocks Clark Heaters.
Send him your order to-day.

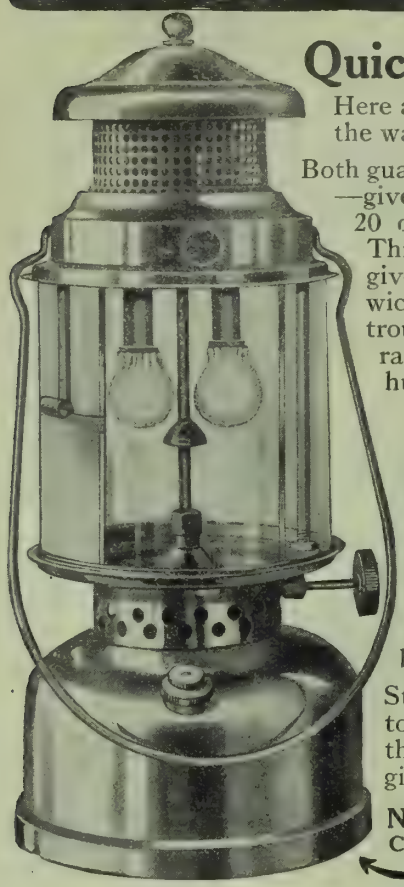
Chicago Flexible Shaft Company

5608 Roosevelt Road
Chicago, Illinois



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A Match-A Scratch-And It's LIT!



Quick To Light—"Sells On Sight"

Here are two "bright lights" that will show you the way to more sales.

Both guaranteed to generate and light with a match—give radiant, pure white illumination equal to 20 ordinary coal-oil wick lanterns or lamps. Three pints of common gasoline (one filling) gives 15 hours' continuous light. Minus wick, chimney, smoke, smell, grease, dirt, trouble or danger. You can sell either to every farmer, ranchman, dairyman, poultryman, truck-gardener and hunter in all your neighborhood.



This new and wonderfully efficient generator fits lamp or lantern—lights quick and sure. It is the reason why "Nulite" Lanterns and Lamps give universal satisfaction.

"NULITE"

Lanterns and Lamps

are selling at a record-breaking rate everywhere, because they are by far the best-looking, most durable, most simple lanterns and lamps ever introduced—made by a concern known as the leader in this line.

Stock these two articles. Be the first in your town, if possible, to display them. You will find that it will pay—and pay big. The profit margin is generous. *For prices write your jobber or us.*

National Stamping and Electric Works
Chicago **U. S. A.**

WHEN EVERY PUBLISHER has a complete and efficient system of records and knows positively the facts regarding the circulation of his paper—

And when every publisher is willing to give these facts to advertisers without dissimulation—

It will be because every publisher is a member of the Audit Bureau of Circulations.

But all publishers have not an efficient system of records and all are not guileless.

To protect themselves against unfair competition and to inform advertisers in regard to their business methods, "above board" publishers join the Audit Bureau of Circulations. Advertisers know that no unfair publication can qualify for membership.

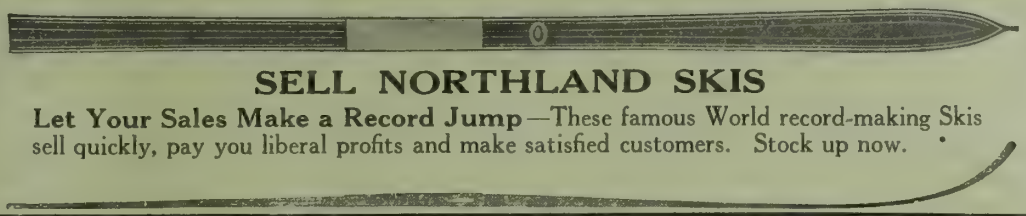
Every straightforward paper may belong to the A.B.C.

Most of them do belong.

Hardware and Metal is one of them.

If interested tear out this page and place with letters to be answered.

Northland Ski Mfg. Co.
St. Paul, Minn.



SELL NORTHLAND SKIS

Let Your Sales Make a Record Jump—These famous World record-making Skis sell quickly, pay you liberal profits and make satisfied customers. Stock up now.

We can ship promptly
—
Write for New Catalog

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

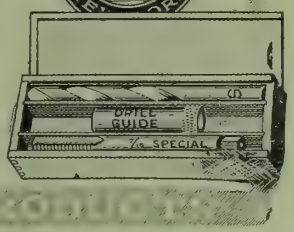
B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

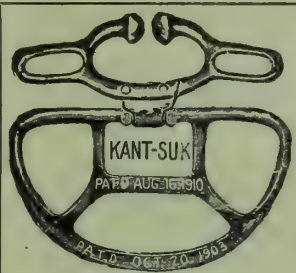
Removing Broken Ford Cylinder Bolts

A popular seller with all Ford owners. This set removes broken cylinder head bolts quickly—a frequent job on a Ford. Not necessary to take off cylinder head, for special guide holds drill accurately to line. Set consists of drill, guide and tap.

Send for Catalog 86-M.C.

Stevens & Company
375 Broadway, New York City





Cow and Calf Weaner



Impresses Every Stock Owner

KANT-SUK

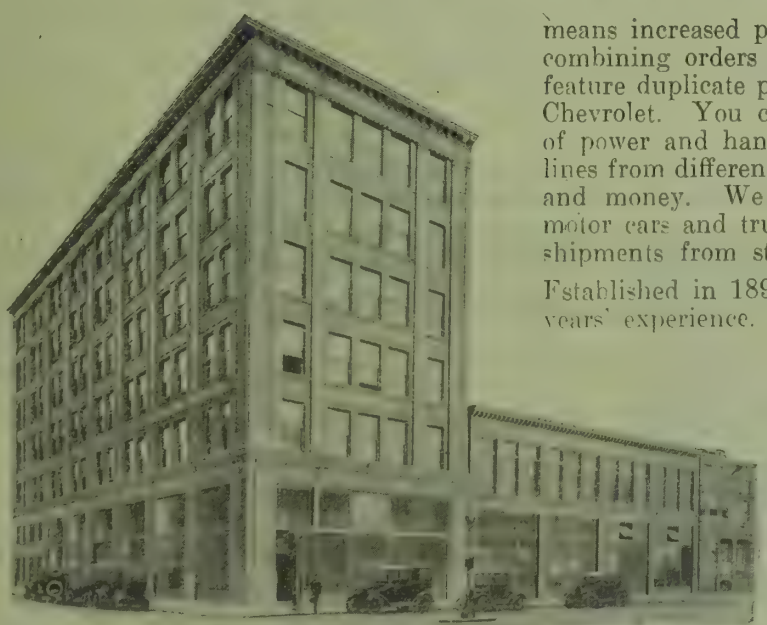
A humane and efficient device. The hinge construction permits grazing—cow and calf together—yet prevents sucking. Easily applied. Sells the year round.

Imperial Bit & Snap Company, Racine, Wis.

Automotive Accessories

International Service

Combined Buying



means increased profits. You save time and trouble by combining orders to us for all your requirements. We feature duplicate parts for popular cars such as Ford and Chevrolet. You can depend on us for shop equipment of power and hand tools. To attempt purchasing these lines from different factories, means extra expense in time and money. We can supply you with everything for motor cars and trucks, and can make quick, complete shipments from stock.

Established in 1896, the B-R Co. service is based on 24 years' experience.

Tools and Hardware, Garage Equipment, Bicycles and Tires, Cycle Supplies.

Write for Prices, Terms and Catalog. Special Proposition to Jobbers.

The Beckley-Ralston Co.

Chicago, U.S.A.

Branches—New York, San Francisco, Detroit, Pittsburgh and Kansas City. Cable Address—"Beckley." Codes—A.B.C. 5th Edition and Western Union.

If interested tear out this page and place with letters to be answered.

EVEREADY DAYLO

We Supply All Daylos, Batteries, etc., by Return Delivery
All Orders Receive Special Attention

EVEREADY is our motto where it concerns DAYLO

EVEREADY DAYLO

SPIELMAN AGENCIES, Regd., 45 St. Alexander Street, MONTREAL



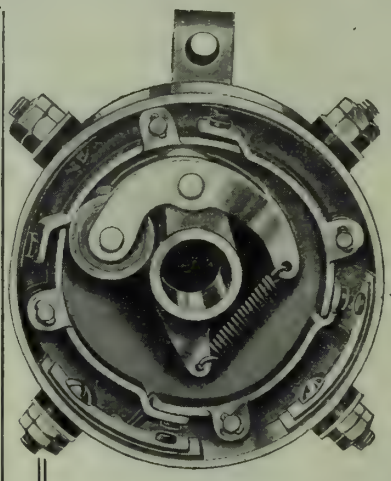


Iron Foot Valves and Strainers

Our Foot Valves assure maximum and efficient service, when priming your centrifugal pumps, through the unusually large openings. These well-made pumps give satisfaction and hard wear.

Write for More Details

Hamilton Motor Works
Limited
Hamilton Canada



It Means Hot, Snappy Spark at the Right Instant!

Would you pour gasoline on the ground?

That is just what you are doing when you try to operate your car with faulty ignition. Every misfire means that much fuel thrown away. With the Duplex every charge of gas drawn into the cylinder of the motor is ignited, at the right instant, by a hot, snappy spark, giving a maximum of power with a minimum amount of gasoline, insuring a smooth-running motor with added power.

Due to the positive contact and accurate firing period of the Duplex, your motor will accelerate instantly from low to high with a constant purr, as found in the highest priced motors, and be throttled down so as to barely turn and yet run smoothly.

Write for particulars

Franco-British Supply Co.
Winnipeg Manitoba

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

Manufacturers of

BAR IRON and STEEL: Rounds, Squares and Flats

Also Twisted Steel Bars for Reinforcing

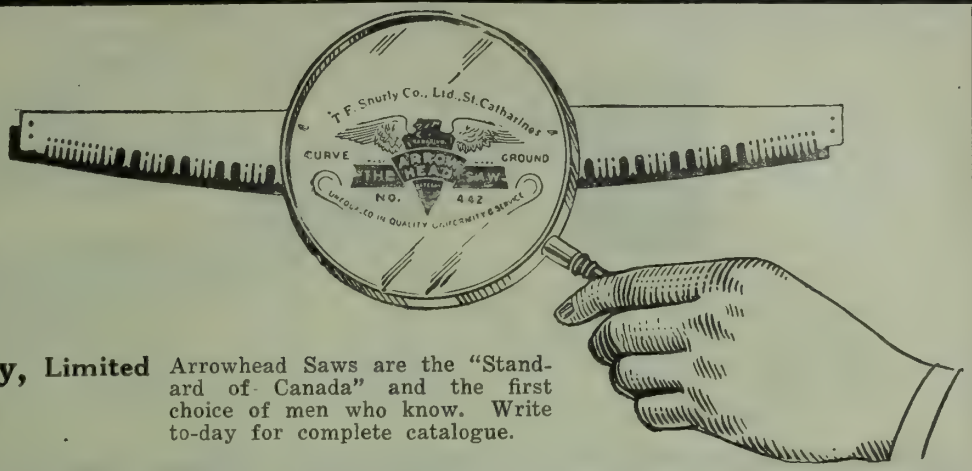
SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

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ARROWHEAD SAWS

Sell fast, make satisfied customers and reflect credit on the dealer who carries them, because—they are perfectly tempered, hang right and are set right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.



T. F. Shurly Company, Limited
St. Catharines
Ontario

Arrowhead Saws are the "Standard of Canada" and the first choice of men who know. Write to-day for complete catalogue.

Manufacturers:
The Sheffield Twist Drill & Steel Co.
LIMITED
Works: Summerfield St., Sheffield

Telephones:	*LONDON OFFICE:*	Telegraphic Address:
London City 2660.	Suffolk House,	"Proells, Sheffield"
Sheffield - 712. 710.	5, Lawrence Pountney Hill, London, E.C. 4	"Proells, London"
Code ABC 5th Edition		"Proells, Paris"

HIGH TWIST SPEED DRILLS



High-class Drills with **IRRESISTIBLE PIERCING FUNCTIONS** that stand the **WEAR** and **TEAR**—in other words, the **DRILLS** that are **EFFICIENT** and **ECONOMICAL**—are the **DRILLS** with the "DORMER" Brand.

We are manufacturing **SPECIALISTS**—Carry large **STOCKS**—Give **PROMPT** deliveries, and rely upon our products for **REPEATS.**

Canadian Agents:
Forrest, Jackson & Forrest
230 Craig Street West
MONTREAL : : CANADA

Reed's Patent Plastic Asphalt Roof Cement



repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough, leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & Co., LIMITED
37 St. Antoine Street
MONTREAL

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

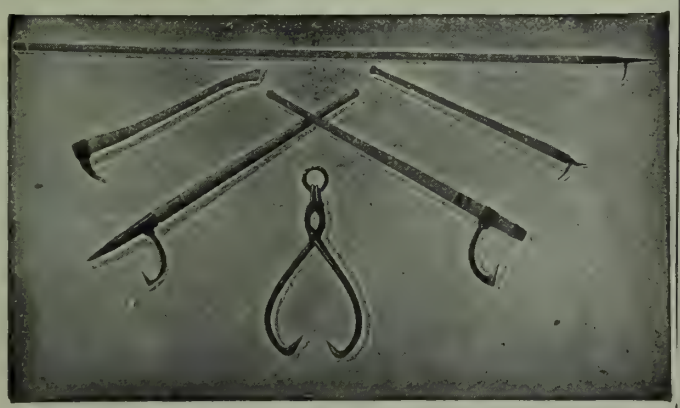
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



OUR COLORED GRADES
1B, 1A, 7, 1, 5



OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto



Satisfying to Use or to Sell

Every sale of this B. & C. Improved Adjustable "S" Wrench makes a new friend and future customer for you. It satisfies the customer and brings him for other wrenches of this sales-making line. Easily adjustable by the thumb of the hand that holds it. Carefully hardened and tempered.

Guaranteed. B. & C. Quality sells it. Write for prices.

BEMIS & CALL HARDWARE & TOOL CO.
SPRINGFIELD, MASS., U.S.A.

Why the Head Engineer Stands by
"Maple Leaf" Belting

Sells Easily

Engineers everywhere have the utmost confidence in "Maple Leaf" Belting. It stands by them. It is reliable and dependable and can be trusted to fulfil its mission. That is why engineers use "Maple Leaf," and dealers find good profits and repeat orders.



The Dominion Belting Co Limited
Hamilton Canada



One-sixth of your salesman's time to make change

It is estimated that it takes one-sixth of a salesman's time to make change under ordinary conditions. This means the time of one salesman in a staff of six. Eliminate the running and five salesmen can do the duties of six.

Our Cash Carriers will accomplish this for you, and at a greatly reduced cost with more efficiency. There also would be two persons in every transaction, viz., the salesman and cashier—each checking the other—and your money will be in the custody of one person, and in your office, where it properly belongs. Had you thought of it in this way? Our leaflet explains it fully.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

G. W. METALS
are superior

Manufacturers of the famous
XXXX NICKEL SPECIAL No. 1 R.R.
BABBITT METALS
SOLDERS PIG and CALKING LEAD

Made in Canada

Write or Wire Your Enquiries

Great Western Smelting & Refining Co.
Vancouver, B. C.

Wm. M. Gordon & Co., Winnipeg, Man.
A. G. Low Co., Saskatoon, Sask.

Dixon Safetee Lamp



A Guaranteed Lamp

Safe under all conditions. A good substitute for gas and electricity. Self-operating and guaranteed; every farm is a prospect for one or more.

At all Good Jobbers

The Hamilton Gas Mantle Company, Ltd.
Head Office and Factory: Hamilton, Canada
Toronto, Montreal

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application ***Immediate Shipment***

JAMES HUTTON & CO.
706 Shaughnessy Building - MONTREAL

CRANE VALVES

CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST PATRICK ST
MONTREAL

BRANCHES: Toronto, Winnipeg, Vancouver.
SALES OFFICES: Halifax, Quebec, Ottawa, Calgary.

If interested tear out this page and place with letters to be answered.

The Famous "MAB" RAZORS

25 years' reputation



Dwarf size for sel'-shavers.

Large size for barbers.

No. 14 pattern

"Mab" Razors are known throughout the world and recognized by all as the acme of perfection, made from the finest Sheffield steel. Every razor guaranteed perfect. Mab pocket cutlery is also made from the same steel.

Apply for prices and particulars from our Canadian Agents

THE CANADIAN SALES CO., 11 Adelaide Street East, Toronto. Telephone Main 6510

Made by THE "MAB" CO., Birmingham and Sheffield, England

Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

Walter Woods & Co.

Hamilton and Winnipeg



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

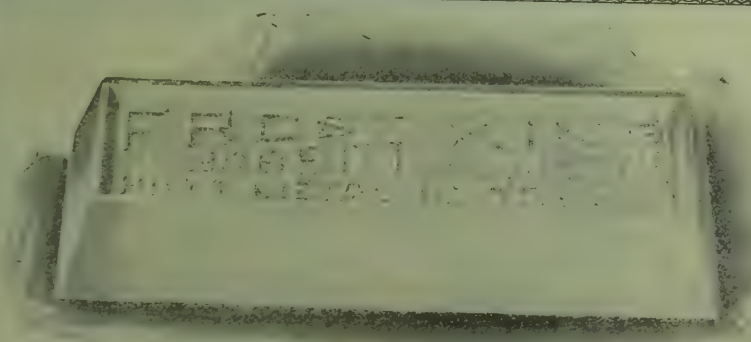
Agents:

F. Manley, 147 Bannatyne Ave. East. Winnipeg

Sankey & Mason, 839 Beatty Street Vancouver.

For Solidifying Sales and Preventing Lost Accounts

For solidifying sales, and preventing lost accounts by keeping the trade "lined up," a weekly message to the whole Canadian hardware trade through Hardware & Metal will prove productive and profitable.



Also—

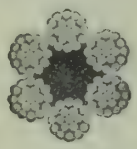
Lead Pipe
Sheet Lead
Solders
Ingot Metals, etc., etc.

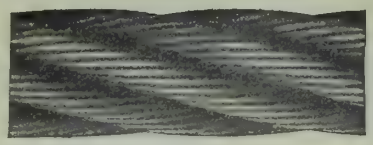
HOYT METAL CO.

MONTREAL TORONTO WINNIPEG

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WIRE ROPE AND FITTINGS





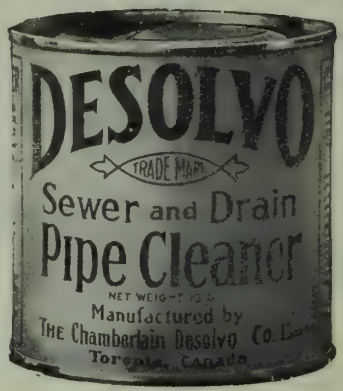
OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON



DESOLVO
Efficient

for the housewife, cleans clogged pipes in a jiffy. Efficient for the dealer who reaps the profits and holds the new customers.

THE CHAMBERLAIN DESOLVO COMPANY
110 Church St., Toronto

Eastern Canada Representatives: Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.

Ontario Representative: L. F. Mayne, London, Ont.

Made in Scotland

TRADE MARK "MORRISCA"

Used the world over.

ESTD. 1855

MORRISCA BRAND
Silkworm Gut Products and General
FISHING TACKLE

Write for Export Terms to—

MORRIS CARSWELL & CO., LTD.
118, HOWARD STREET, GLASGOW, SCOTLAND.
And at MURCIA, SPAIN



Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

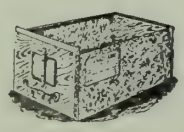
CANADIAN JOHN WOOD MFG. CO.
LIMITED
TORONTO CANADA



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



Cameron Metal Drawers
LONGER WEAR, BETTER SERVICE

Write us for Prices and Particulars of Cameron Wall Cases and Fixtures

Cameron & Co.

74 Logan Avenue **Toronto, Ont.**

Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

STAR MANUFACTURING CO.
Carpentersville, Ill., U.S.A.

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Cannon Oilers
Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.

Manufactured only by
THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.

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No. 121 No. 112

WOOD CHOPPERS' TOOLS

For this class of equipment you want thoroughly reliable tools. We make nothing else but a guaranteed brand.

The Warren Tool & Forge Co.
234 Griswold St., Warren, Ohio

IMPERIAL SOLDERING PASTE



A Much Improved Paste

and
Resin Cored Solder
filled with
Paste, Resin, or Acid

For Soldering Copper, Brass, Zinc, Lead, Galvanized Iron. Simple, Quick, Non-corrosive.

Demand from your Jobbers or order from our nearest factory.

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER



OUR SPECIALTY

This knife is made of best Sheffield Steel and the haft of A1 Nickel Silver. A turn of the ring opens the blade instantly. IT IS A QUICK SELLER EVERYWHERE. ORDER TO-DAY.

T.E. ROWBOTHAM & SON
Globe Works, Penistone Rd.
SHEFFIELD

PLUMBS **SAND'S** LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:

CAMPBELL AGENCIES, 23 Richmond Bldg.
TORONTO, ONT.



PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION
SCREEN AND STORM
DOORS

RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.
PARIS, ONTARIO



SHEFFIELD CUTLERY

H.R.S & Co
Regd. Trade-Mark

Henry Rogers, Sons & Co., Ltd.

SHEFFIELD Estab'd. 114 Years AND WOLVERHAMPTON **ENGLAND**

Representatives: Harry F. Moulden & Son, Winnipeg

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

The Standard Spark Plug of the World

AC

Champion Ignition Company, FLINT, *Michigan*

The Advertiser would like to know where you saw his advertisement---tell him.

If interested tear out this page and place with letters to be answered.

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED IMMEDIATELY — FIRST-CLASS hardware man for head clerk in retail store. State age, experience and salary. Box 63, Hardware and Metal.

WANTED — EXPERIENCED HARDWARE man for Ontario store; capable of taking charge. Salary to right man $140 month. Must be able to supply references. Box 113, Hardware & Metal, Toronto.

WANTED—FOR MONTREAL, YOUNG HARDwareman with five or more years' experience in hardware business. Do not apply unless you are a good business correspondent. Must be young man of good appearance and thoroughly reliable. This position offers a splendid future to the right man. Apply giving complete details as to experience, qualifications and salary. Box 88, Hardware and Metal.

WE WANT A REAL PAINT SALESMAN; must be capable of securing new agencies for our Products among Hardware Dealers of Western Canada. Box 101, Hardware & Metal, Toronto.

FOR SALE

FOR SALE—QUANTITY OF BLACK AND GALvanized pipe of different sizes, also Copper Pipe of different sizes and gauges. Send your inquiries to the Collingwood Shipbuilding Company, Ltd., Collingwood, Ont.

FOR SALE—ABOUT 18 TONS 2½" ROUND bar iron, in lengths of about 30 ft. Send inquiries to the Collingwood Shipbuilding Company, Ltd., Collingwood, Ont.

GOOD, CLEAN HARDWARE STOCK AND business for sale, established for nineteen years. Box 27, Hardware and Metal.

THE FOLLOWING COKE TIN PLATES IN stock at Toronto warehouse for immediate delivery: 254 packages, 112 sheets, 100 lbs. basis, sizes 15 x 30, 18¼ x 26¼, 18¾ x 28, 25 x 28, 22 x 26, and 19 x 28. Primes and Wasters. Box 341, Hardware and Metal.

HARDWARE STOCK AND BUILDINGS FOR sale in town of 1,500 in best farming and fruit-growing district in Grey County. About twelve thousand will handle. Stock can be reduced. Ill-health reason for selling. Turnover about forty thousand, can be increased. Box 18, Hardware and Metal.

HARDWARE STOCK AND PROPERTY FOR sale. Town of 800, on Provincial highway, good farming district; $10,000 stock. Retiring from business. Write Box 304, Hardware and Metal.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, Laprairie (Montreal), Que.

SITUATIONS WANTED

ADVERTISER WITH 20 YEARS' EXPERIENCE in hardware business and good live connection in Alberta and B.C. is desirous of engagement from Jan. 1st. Hardware, Box 2263, Calgary.

RETAIL HARDWARE SALESMAN WITH twelve years' experience in well-known Toronto hardware stores is open for engagement, in or near Toronto. Can take complete charge of store. Willing to start on moderate salary in order to prove ability. Box 52, Hardware and Metal.

WANTED — POSITION AS HARDWARE clerk or salesman, 20 years of age, four years' experience in retail hardware. Open for position. Best of references. Apply Box 211, Hardware and Metal.

STOVE REPAIRS

Fire Brick, Iron Linings, Water Fronts for Supremes, Garlands, Pen Esthers, Pandoras, New Empress, Acmes, Souvenirs, Crown Hurons, Peninsulars, Favorites, Silver Kings, Sunlights, Climax, and all kinds of Ranges and Heaters. Write for complete list and prices to

GRUNDY BROS.
STRATHROY, ONTARIO

HARDWARE and METAL'S unique circulation as proven by the ABC Audit is due to 32 years of honest effort to give the retail trade the best possible service.

QUICK RESULTS

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

HARDWARE AND METAL

is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

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MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

POULTRY LEG BANDS, EAR TAGS AND BUTTONS FOR STOCK

F.S. BURCH

Retail Prices		
	Single Spiral Colored Bands	$1.00 for 100
	Ribbon Bands Colored	$1.65 for 100
	Challenge Adjustable Bands	.90 for 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free
RIDEAU SPECIALTY CO.
MANUFACTURERS. SMITHS FALLS, ONT.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment
Price List on Application
Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

DOON TWINES, LIMITED
KITCHENER, ONT

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MILLS AT DOON, and KITCHENER, ONT.

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We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

Machinery Special Babbitt
(Copper Toughened)

is the best all-round Crusher Babbitt made. Let us prove it. Once used, always used.

The Dominion Metal Co., Ltd.
Sherbrooke, Que.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

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Wall Washers
All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal

Northern
Tape *Electric* Splice
insist on these Brands
Northern SPECIAL
VICTOR NOR-EL-CO
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LIMITED

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

BEAR BRAND LAMP BLACKS
A Germantown of quality
That gets big business
WILCKES MARTIN WILCKES CO.
135 WILLIAM ST. NEW YORK

GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES
Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT ONE THIRD THE COST
MANUFACTURERS R-M-Moore & Co. Ltd. VANCOUVER B.C.

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Instantly Associated,
In the minds of those who measure,
Everywhere.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TAPES *and* RULES

O.P.W.

Trade Mark Registered



"Paints and Varnishes for Every Purpose"

Prepare for Christmas

There are many needs for O.P.W. in the average home at Christmas time. At this season, when so many customers visit your store for holiday purchases, a good display of O.P.W. Paints and Varnishes will complete many a half-formed plan that your customers have for inside painting and varnishing.

The holiday trade offers the opportunity to make new customers for your paint and varnish department, and the excellence of O. P. W. Products offers the means of making them permanent, satisfied customers of your store.

There's an O.P.W. product for every purpose—including Christmas purposes.

If You're Not An O.P.W. Agent—Write Us.

O. P. W. fills the bill
For paints that wear
And build good-will;
All merchants find
It is the kind
For sales that never get behind.

"Save the surface and you save all" *Paint & Varnish*

Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

"First Aid" In Stock Taking



The International Dayton Hardware Scale

Dull, drab days—they used to be when the Hardware Merchant took stock. Those were the days when bolts and screws were slowly counted by hand, to the detriment of store service and the discomfort of all concerned. The progressive merchant of to-day escapes all this.

The Dayton's Counting Scoop Attachment Is a Marvel of Accuracy

One of our representatives will be glad to show you how it works. Nothing could be simpler. Place in the scale's main scoop any quantity of nails or bolts. Then take a handful and drop them into the special Counting Scoop at the side. When the pointer balances at 5 multiply the number in the Counting Scoop by 20—and the operation is finished.

The Counting Scoop is only one of a dozen features which make the International Dayton the best Hardware Scale on the market.

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PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII. No. 49 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE, TORONTO, CANADA DECEMBER 4, 1920

TRADE ELASTICA MARK

For Every Painting And Varnishing Need

Dealers selling Elastica Products are never at a loss to meet the paint and varnish requirements of their customers.

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"Save the surface and you save all" Paint & Varnish

"Save the surface and you save all" Paint & Varnish

INTERNATIONAL VARNISH CO. LIMITED.

Vancouver, Halifax TORONTO Montreal, Winnipeg

The Complete Line of PAINTS and VARNISHES



Turning 15c Into ONE DOLLAR



Here is a money-making idea; and the beauty of it is—there is no extra work in it for you.

Aladdin Dye Soap—the wonderful color maker—with its companion, a handsome revolving display stand, will do it all.

With an order of one gross of Aladdin Dye Soap, you get the Display Stand free. Put it on your counter and watch what happens.

Aladdin Dye Soap is half-sold to the customer before she comes into your store, by advertisements appearing in the leading publications. She sees this handsome Display Stand (filled with an assortment of Aladdin's eighteen beautiful colors) she makes her selection, and the sale is completed.

Now here is where **you** come in.

Merely suggest to a customer the advisability of keeping a **selection** of Aladdin colors on hand; to save a journey back to the store every time a garment needs a color change. It works! She will take as many as half a dozen instead of the **one** she intended to buy.

A merchant can often turn a 15c sale into a dollar sale by this simple suggestion.



Channell Chemical Co., Limited

Distributors **Toronto**

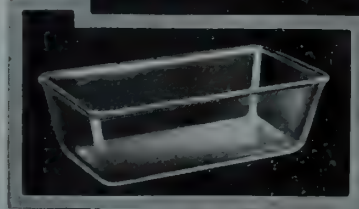
HARDWARE AND METAL, December 4, 1920. Volume XXXII., No. 49. Published every Saturday at Toronto. Yearly subscription price, $4.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.













PYREX

The Ideal Christmas Gift—

Pyrex sells throughout the year—and knows no season, but it is particularly desirable for the Christmas trade.

We have a good stock and can assure your mail orders careful attention and prompt despatch.

H. S. HOWLAND, SONS & CO.
LIMITED

TORONTO

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UNIVERSAL



UNIVERSAL

The Latest Achievement In The Great Line of

UNIVERSAL SUCCESSES

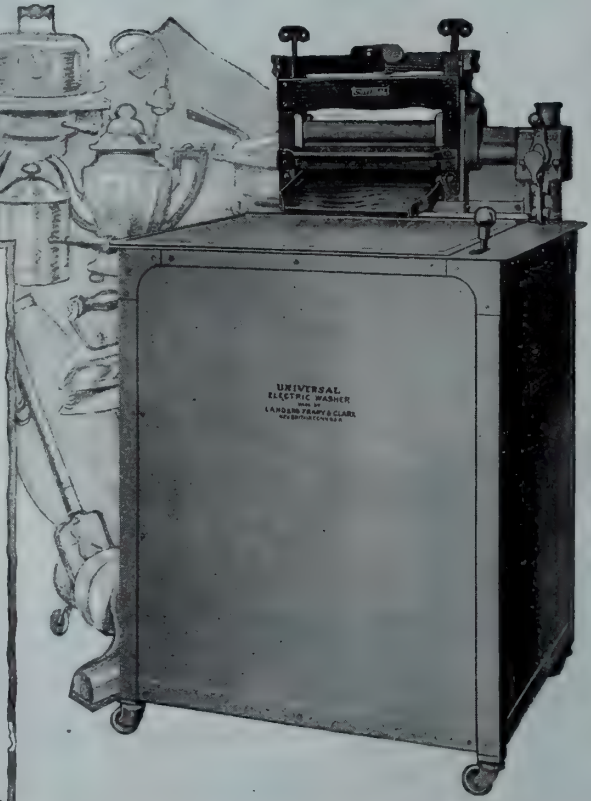
The line of Universal successes traces back to an organization which has never been content to make merely acceptable products nor to stop at achieving ordinary results.

The new Universal Electric Washer is the typification of advanced designing —the culmination of progressive experience in producing Electric Home Needs of surpassing quality.

The Universal is a **perfected** washer destined to win the confidence and preferment of housewives, who, for years, have had unwavering faith in Universal products. It will bring full realization of their exacting ideals and prove in service far superior to its price.

Write for Special Bulletin which pictures and describes the Universal Washer in detail.





UNIVERSAL

"The Washer That Needs No Watching"

Simplicity and sturdiness for service without servicing.
Has combined advantages of revolving and oscillating types.
Motor and transmission mechanism entirely enclosed in handsome cabinet.
Quick-draining, galvanized tub with settling zone.
Non-sagging, swinging wringer locks in four positions.

Canadian Representative:
A. MACFARLANE & CO., LTD.
Montreal Quebec
LANDERS, FRARY & CLARK
New Britain, Conn.



Enclosed Motor and Transmission

UNIVERSAL ELECTRIC WASHER

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Hatch
Garage Door Outfits

Exceptionally easy to apply and have full directions packed with each set. Slamming or sagging of the doors is impossible; nor can snow and ice interfere with their working easily and reliably.

The Hatch Garage Door Outfit is rich in selling points and easily closes the sales. Its performance is so reliable and satisfactory to the user that sales of Hatch Garage Door Outfits lead to more future sales and permanent business.

The Hardware Dealer in Garage Hardware has a splendid outlook for the future, as the use of motor cars continues to increase.

Canada Steel Goods Co., Limited

Hamilton, Canada

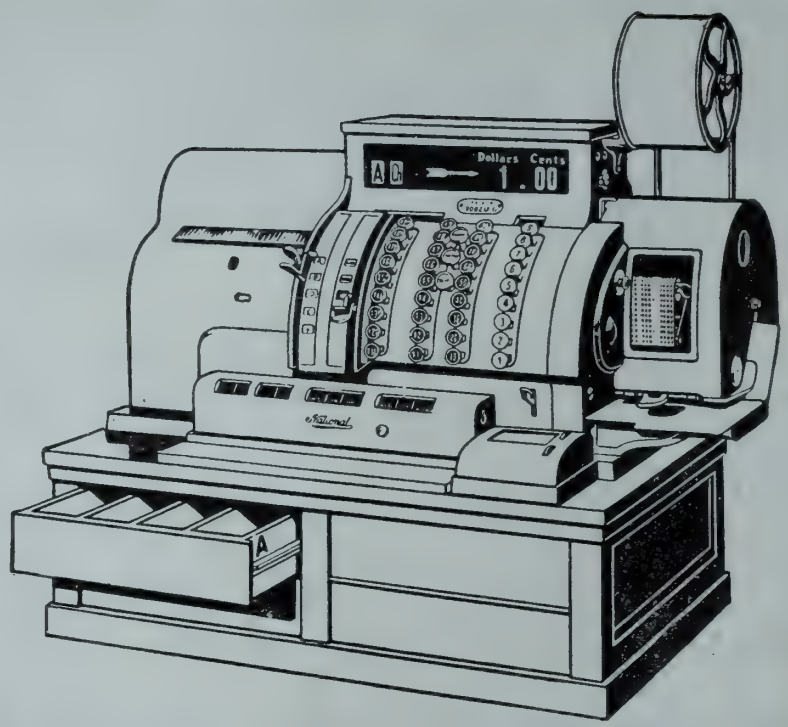


The Set Includes

- 3 Special Swivel Door Rollers.
- 22 Feet of Track.
- 3 Pairs Special Garage Door Hinges.
- 3 Stay Rollers (floor guides).
- 2 Extra heavy Garage Door Handles.
- 1 Safety Hasp (for fastening doors outside).
- 1 Hook and Eye (for hooking back swinging section inside).

The track comes in separate bundles — two 8-foot and one 6-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details.

If interested tear out this page and place with letters to be answered.



This National Cash Register Shows

1. The business handled by each clerk
2. The business in each department

With this register you know which clerks are the most valuable. You can fix wages on actual selling records.

It gives you printed and added records which you need for a profit-sharing or bonus system. This makes your employees vitally interested in increasing your business.

This register tells which departments of your business are making the most profits.

It tells when a department is not producing as it should. You know when to start a selling campaign to put any department back on a paying basis.

It is the best way to get the facts you must have about your business

We make cash registers for every line of business

NATIONAL
CASH REGISTER CO.
OF CANADA LIMITED

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Plymouth Rope



Manilla Hemp is Classified according to the rigid Philippine Island Grading Law

IN the warehouse of the exporter the fiber is inspected and classified as to length, strength, color and texture, according to a standard fixed by the Philippine Island Grading Law. A mark stencilled on the bale indicates the classification. It is difficult, however, to maintain a definite standard for a material like Manila fiber where the quality, as we have previously explained, is so largely dependent upon soil cultivation, moisture, sunshine and processes of cleaning. Many times, too, the hemp classification is accomplished under difficulties, such as lack of space, obscured light, etc., etc., and so on arrival at the factories of the Plymouth Cordage Company the hemp is again examined and re-graded by our own fiber experts and according to our own standards of manufacture, which insures each bale being put to the particular use its quality best fits it for.

Dealers who sell Plymouth Rope on a price-per-foot basis through use of our Automatic Selling Chart are able to demonstrate its extra value to their customers in comparison with rope made from the inferior grades of Manila fiber.

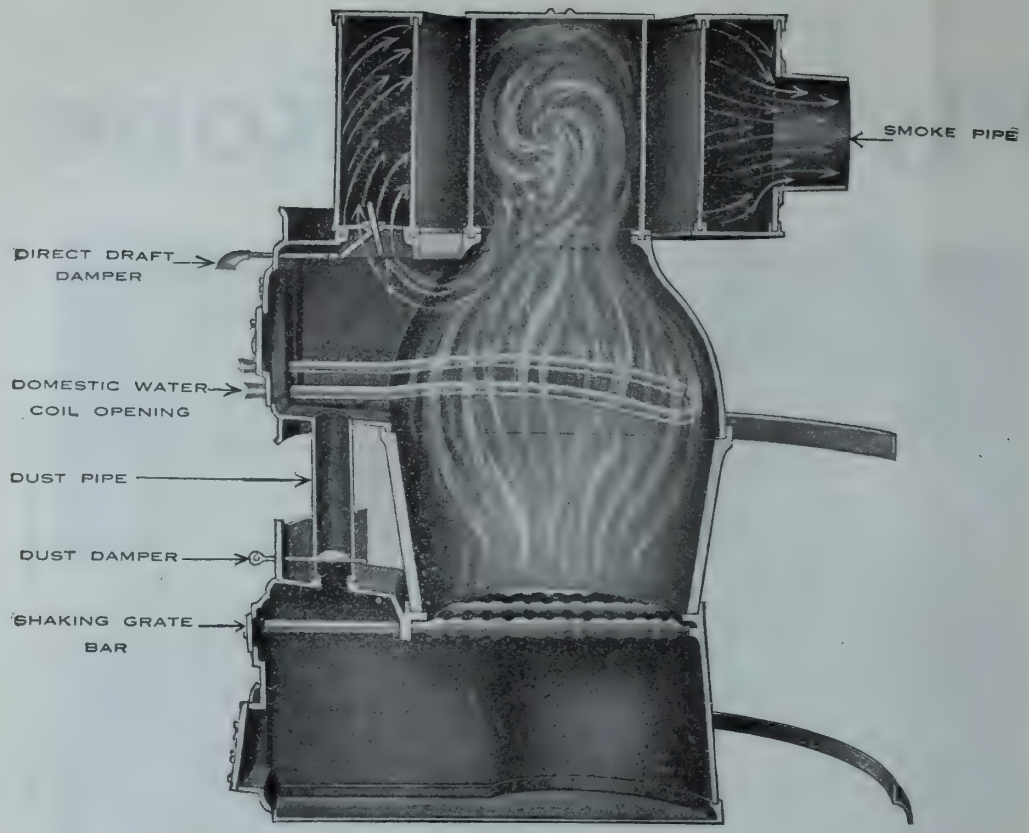
PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS

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Now is Your Opportunity to Make Big Profits Selling this

"SOUVENIR" WARM AIR FURNACE

Burns Coal or Wood

WE are being deluged with orders for this Furnace, on account of its suitability to the class of houses which are being erected at present by builders, contractors and housing commissions. It is absolutely the most practical Furnace of its kind on the market to-day, and is designed to properly warm small and medium-sized houses at a moderate cost. It is made in two sizes: 18 and 20 inch, one piece, heavy corrugated fire-pots and equipped with the Smythe Triangular pattern grate, recognized as the best type of triangular fire-grate. One or all may be removed or replaced without removing the others.

You have only to show this Furnace to the builder and quote the price and you will get his order. Act quickly—this is a golden opportunity for you. Write us to-day for prices and further information.

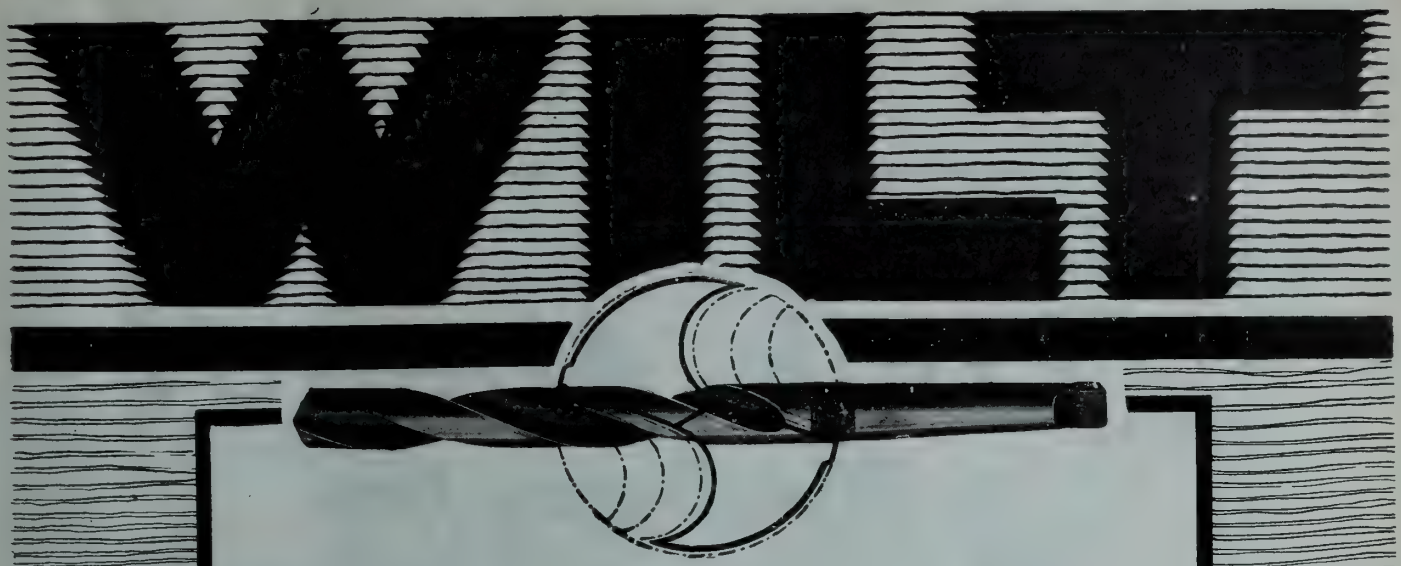
THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives:

MR. W. C. CHESTER, Hamilton Street, Vancouver
MR. F. C. MOORE, 143½ Higgins Avenue, Winnipeg

If interested tear out this page and place with letters to be answered.





High Speed and Carbon Twist Drills, Reamers and Milling Cutters

WILT efficiency is a recognized quality throughout the Canadian mechanical field. Engineers, draughtsmen, superintendents, machinists and the men who purchase tools for large shops and plants find that the purchase of WILT tools simplifies their work, eases responsibility for executives and increases production to the benefit of all.

Naturally, the man who stocks, displays and sells WILT tools enjoys the benefits of WILT popularity. His selling cost and time are reduced; his volume of business increased and his turnover multiplied by WILT popularity with mechanical men.

Wilt Twist Drill Company

OF CANADA, LIMITED

Walkerville - - Ontario

Trade WILT Mark

"Where There's a WILT—There's the Way"



If interested tear out this page and place with letters to be answered.

Look Ahead!

Wise Buying Now will assure you of success in

1921

You have learned that it pays to sell only those articles which you know to be satisfactory, articles which you can honestly recommend. They are the real trade-builders, for the satisfied customer will not only give you his own orders, but will boost you to his friends. The wise dealer also sells those goods which are well known, and favorably known to the public through advertising, because it takes less effort to sell them.

"GUTTA PERCHA" TIRES and Accessories

are known from coast to coast for their exceptional quality. Aggressive country-wide advertising keeps the name "Gutta Percha" continuously before the buying public. They are educated to know the quality of "Gutta Percha" goods, and ask for them. Carry them during 1921. They will be big profit-makers.

"Go as far as you like on 'Gutta Percha' Tires"

Gutta Percha & Rubber, Ltd.

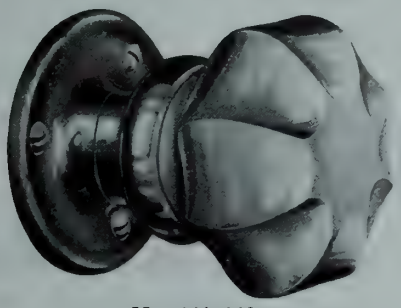
HEAD OFFICES AND FACTORY: TORONTO **Branches in Leading Canadian Cities**

If interested tear out this page and place with letters to be answered.

TO-LO-CO

REGISTERED TRADE MARK

Glass Porcelain Brass
Door Knobs



No. 641-642

No. 641—2½" Pressed Glass Knob. Wrought Brass Roses.
No. 642—2¼" Pressed Glass Knob. Cast Brass Roses.
No. 251—2¼" White China Knob and Rose.
No. 252—2¼" White China Knob and Brass Rose.
No. 703—2¼" Real Brass Metal, Threaded Spindle.
No. 705—2¼" Real Brass Metal, Simplex Spindle.

THESE handsome knobs, so much in demand at present for modern houses, find a ready sale in hardware stores.

The workmanship is exceptionally fine. Examine a sample knob and see how well they are mounted. They give gratifying service that brings you the customer's good-will.

Another offering of the To-lo-co-People. A firm that stands for service to the trade. Ask for Catalog "A."

Prompt Shipment from Stock

TORONTO LOCK TO-LO-CO MANUFACTURING CO.

If interested tear out this page and place with letters to be answered.

PYREX helps a woman spend less time in her kitchen.

PYREX helps a woman to prepare better meals with less labor.

PYREX helps a woman serve her meals more attractively.

Display PYREX in your windows the first week of every month, also throughout your store, and it will be a silent salesman for you.

PYREX

TRANSPARENT OVEN DISHES

Bring Customers and Satisfaction

PYREX is nationally advertised.

PYREX is guaranteed.

The leading manufacturers of metal mountings have adopted **PYREX** for their standard insets.

Jobbers handling housewares have complete stocks of **PYREX**.

Genuine **PYREX** is guaranteed by the name stamped in every piece.

A booklet, "How to Sell More," will be posted to buyers and salespeople free on request.

Pyrex Sales Division

CORNING GLASS WORKS

World's Largest Makers of Technical Glass

559 Tioga Avenue, Corning, N. Y.



If interested tear out this page and place with letters to be answered.

Westinghouse



Electric Coffee Percolator

The Popular Dealer

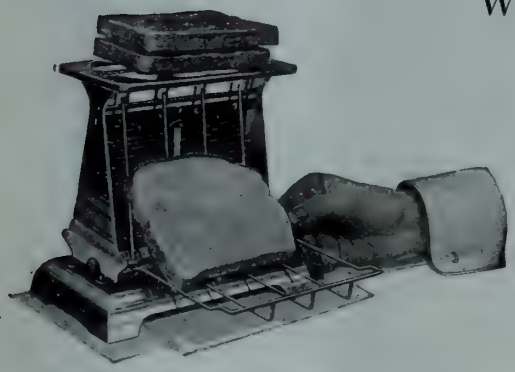
The most popular electric appliance store is the one that carries pleasing and dependable merchandise.

The dealer who handles Westinghouse Electric Ware will find his store held in high esteem and his stock enjoying a rapid turnover because Westinghouse Ware sells on its reliable merits.

Give it a prominent place in your display window and get more business.



The Cozy Glow Radiator



Turnover Toaster



The Westinghouse Type H Iron

Canadian Westinghouse Company, Limited, Hamilton, Ontario

TORONTO, Bank of Hamilton Bldg.
HALIFAX, 105 Hollis Street
CALGARY, Canada Life Bldg.
MONTREAL, 285 Beaver Hall Hill
FT. WILLIAM, Cuthbertson Block
VANCOUVER, Bank of Ottawa Bldg.
OTTAWA, Ahearn & Soper, Ltd
WINNIPEG, 158 Portage Ave. E
EDMONTON, 211 McLeod Bldg

CANADIAN WESTINGHOUSE

And should repairs become necessary, our Repair Shops—fully equipped and dependable—are at your

SERVICE

and ready to assist in maintaining the high standard associated with the merchandising of **Westinghouse Electric** Ware.

Service Department Repair Shops are located at—Montreal, 10 St. Sophie Lane; Toronto, 366 Adelaide W.; Winnipeg, 158 Portage Ave. E.; Calgary, 316 3rd Ave. E.; Vancouver, 1090 Mainland Street.

If interested tear out this page and place with letters to be answered.



DISSTON

TOOLS FOR THE MOTORIST AND MECHANIC

Sell the autoist and mechanic **good** tools—or it is better not to make the sale.

Few workers subject their tools to as great a strain as do the mechanics working on automobiles and engines. A poor tool simply will not do the work; if you sell that kind, the result is dissatisfied customers.

The dealer who sells Disston tools makes two profits—he builds up his trade through satisfied customers and gets a quick turnover.

Have you seen the new Disston "Kleen-Spark,"—a double tool in one piece, handle covers over each end, one end a magneto file, the other end a knife blade,—for cleaning spark plugs? A very compact, efficient tool not much larger than a pencil,—a tool that the motorist has long been calling for.

Do you know about the Disston 38 Screw Driver—"the strongest driver made?" And the Disston machinists' and bearing scrapers? And the Disston hack saws and blades?

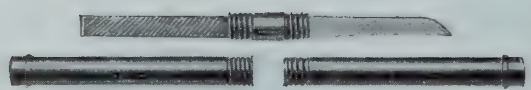
The Disston Magneto Files are **real** files; carefully and accurately made of high-grade Disston Steel, made to "stand up" to the work for which they are intended.

These tools are all of the same high grade steel and workmanship that has made the Disston Hand Saw the quality standard of the world.

Ask your jobber or write to us for complete information.

HENRY DISSTON & SONS, Limited

2-20 Fraser Ave., Toronto



DISSTON KLEEN-SPARK



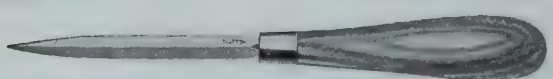
DISSTON MAGNETO FILE



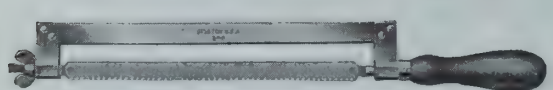
DISSTON NO.38 SCREW DRIVER



DISSTON NO.95 KEYHOLE SAW AND PAD



DISSTON MACHINIST SCRAPER



DISSTON HACK SAW FRAME & CHROMOL BLADE

If interested tear out this page and place with letters to be answered.

CONDULETS

Condulet the Job

Make Snap Switches Weather Proof

CONDULETS of the GS series provide water, gas, steam and dust-tight enclosures for rotary snap switches. The operating handle can be adjusted to stand in correct relation to switch blades, thus indicating "off" or "on" position.

The Condulet hubs have an integral bushing and a tapered thread for conduit and therefore, can be made water-tight. These Condulets are made in different hub sizes and arrangements to facilitate installation.

Complete and detailed information on these and many other Condulets can be found in the Condulet catalog. Send for one.

CROUSE-HINDS COMPANY
of Canada, Limited
TORONTO, ONTARIO, CANADA

Condulets Panelboards
Knife Switches Floodlights
Guy Anchors

1570



GS CONDULETS
are regularly made of cast iron but brass can be furnished if desired.

CROUSE-HINDS

If interested tear out this page and place with letters to be answered.

"The art of giving lies in the appropriateness of the thing given."



Will Your Store Have a Christmas Atmosphere?

SELECTING Christmas gifts has often been difficult, but is simplified to-day, because one can give electrical appliances which are always appropriate—always appreciated.

But, Christmas shoppers quite naturally prefer to spend their money in a store that is strongly suggestive of Christmas, in its decorations and scheme of display.

Liberal use of holly, colour and well dressed windows will go far towards creating a Christmas atmosphere in your store—the atmosphere which loosens purse strings.

For more than twenty years C.G.E. electrical goods have been the choice of people of discriminating taste. They make the joy of Christmas last the whole year through.

Say "Merry Christmas" Electrically.

Canadian General Electric Company, Ltd.

Head Office TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

If interested tear out this page and place with letters to be answered.



Hull in 1851

Story for Week Dated December 4, 1020 Being No. 34 in the Series

Papers For All Purposes Made By The E. B. Eddy Co.

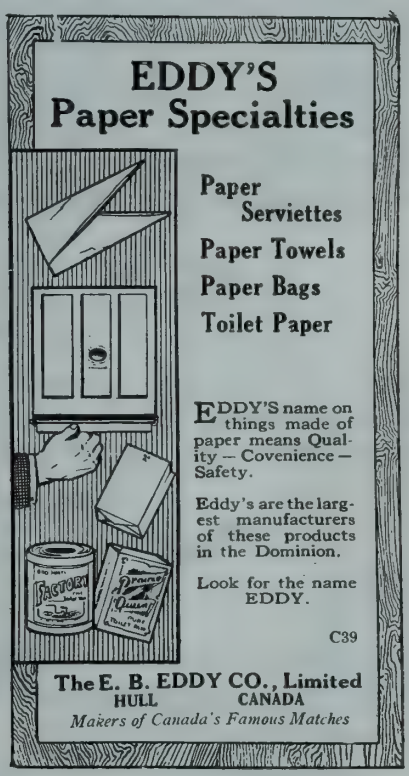
EVEN if The E. B. Eddy Company's great factories were not producing paper for sale to the newspaper and book publishers, the makers of stationery, and all classes of paper users at home and abroad, the paper-making machines at The Eddy plant would not be idle.

The E. B. Eddy Company themselves are amongst the biggest users of paper in Canada. Every day ten tons at least of various kinds of paper are manufactured solely for the use of The Eddy Company. A very few moments in any department of the plant indicate to the visitor the importance of a continuous supply of paper. In the match factory the need is most noticeable, for you have only to look over your stock of Eddy Company matches to see that all the neat compact boxes holding the matches are made of strong, good paper.

Newsprint for newspapers, book papers for the publishers of novels, strong white writing papers, tough tinted or white papers for account books and ledgers, all kinds of wrapping papers from the strongest to the finest, an immense variety of tissue papers, every kind and class of useful paper you have ever met with, in fact, can be and is being turned out by the versatile machinery of The E. B. Eddy plant at Hull.

When you watch the making of wrapping paper alone, and see how carefully every stage of its manufacture is watched to ensure cleanliness and perfection you readily realize that a waste of wrapping paper is a waste of more than merely paper. It is a waste of a great deal of care and skill, and time, and labor all of which have been devoted without stint in the Eddy plant to ensure value to the customer in the goods supplied. You realize this even with the commonest of wrapping papers, and the finer papers in process of manufacture still further emphasize the impression.





Eddy's

Consumer Advertising Is Pulling Sales for You All the Time

If interested tear out this page and place with letters to be answered.

TRADE MARKS B.S.A.

B·S·A

BRITISH MADE

Products of Master Gunsmiths

Perhaps no shot gun made has found such universal favour with sportsmen as the B. S. A., and since its introduction into Canada and the United States its popularity has constantly been increasing.

Nor is it strange, for sportsmen recognise in it a gun of unusual accuracy, unusual beauty, balance and all round adaptability. Made by gunsmiths whose one ideal is to produce better guns, it instantly attracts the appreciative eye of the outdoor man. A B. S. A. shot gun, placed on display, always wins admiring attention.

Its weight is scientifically distributed from breech to muzzle, its trigger-pull is smooth and sweet; it is a trustworthy pal of gundom. While no elaborate decorations embellish it, one glance at its trim, beautifully fashioned lines tells you at a moment that it is a thoroughbred.

B. S. A. AIR RIFLES

.177 and .22 calibres

Do not confuse the B. S. A. Air Rifle with the ordinary spring-controlled "air gun," the plaything of small boys. For in the B. S. A. Air Rifle are combined the accuracy and power of powder rifles without the dirt and noise, and it is vastly superior for indoor target practice.

We will gladly answer your inquiry with a booklet describing B. S. A. firearms in detail, and the terms upon which dealers handle them.

B. S. A. GUNS, LTD.
Birmingham
England

Sole Distributors for Canada
Fraser Company
10 Hospital St., Montreal, Canada
Stocks in Montreal
Write for Gun Booklet

Sole Distributors for U. S. A.
Production Equipment Co.
Inc.
5-9 Union Square, New York



If interested tear out this page and place with letters to be answered.



Machinists Know—

that the reputation of Starrett Tools for quality and service is reflected in and protected by the character of the stores that sell them.

The new Starrett Catalog No. 22 "MA" is now ready for distribution.

THE L. S. STARRETT COMPANY

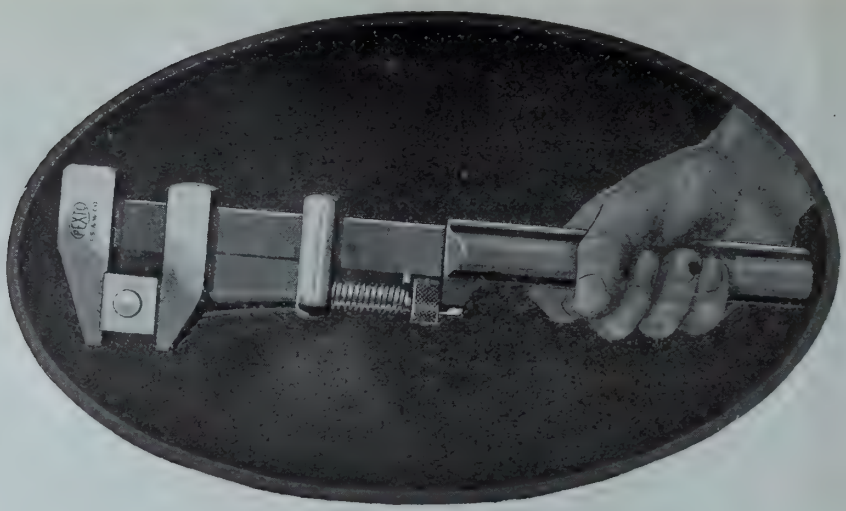
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.



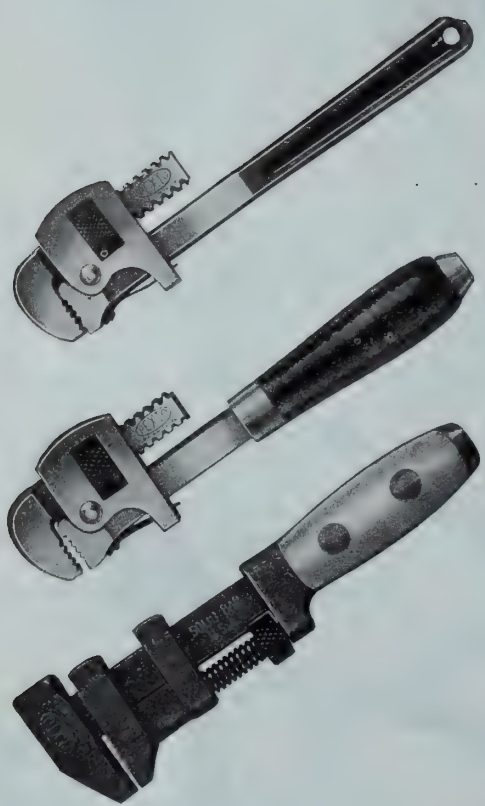
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Sell Starrett Tools

If interested tear out this page and place with letters to be answered.



Wrenches You Can Trust



PEXTO WRENCHES are more than "just wrenches."

They are built to perform the work they are intended to do and more.

The care and intelligence with which these wrenches are built and the quality of material used—always the best—make them worthy of our stamp of approval—the PEXTO OVAL—which we place on every guaranteed tool.

PEXTO PIPE WRENCHES are forged from high-grade steel, the parts fit perfectly and the jaws respond to the slightest twist of the knurled adjusting nut.

They are made in eight sizes and have a capacity up to 5 inches.

PEXTO SOLID HANDLE WRENCHES comprise all that goes into a perfect screw wrench.

The head, bar, shoulder and handle frame are forged from one solid piece of steel and then case hardened.

Our line of Mechanics' Hand Tools and Builders' Hardware is fully illustrated and described in our No. 20 Catalog.

Send for your Copy.

We also manufacture a complete line of Machines and Tools for Sheet Metal Work. If interested in this line send for our 20A Catalog.

Pexto goods can be obtained through representative Canadian Jobbers.

PEXTO

THE PECK, STOW & WILCOX CO.
Southington, Connecticut, U.S.A.

If interested tear out this page and place with letters to be answered.

Make Your Fall and Winter Months Prosperous

Every Fall and Winter can be seen renewed efforts on the part of car owners to make motoring an all-year proposition. And this year promises to eclipse all previous years for Winter driving. Auto owners will, therefore, look to dealers for service. Turn your garage or store into a local Automotive Equipment Service Station by selling the Hyslop line of Winter Equipment and Necessities. Dealers who

SELL THE HYSLOP LINE

ARE SURE TO GET THE BULK of Fall and Winter Business, because it comprises the largest and most complete stock of Winter Equipment and Necessities—designed to cater to warmth, comfort and safety during the cold weather months.

A well-balanced stock of seasonable cold weather Equipment will make your Winter months prosperous ones.

HEAVY QUILTED FAN FRONT ENGINE HOOD COVERS



The FAN FRONT is the latest and most popular type of Engine Hood Cover. It is simple and as easy to open and close as a lady's fan. You do not even have to remove your glove; simply pull the handle. The convenience alone is well worth twice the additional cost. Hundreds of well-satisfied users have told us how well they liked them, and you simply cannot afford to take chances without the protection they can give you.

Made from extra choice materials, they add to the appearance of the car.

	Price
No. 6202—Ford, 1917-20	$15.00
No. 6203—Chevrolet 490	16.00
No. 6204—Gray-Dort	18.00
No. 6205—Maxwell	20.00
No. 6206—Dodge	20.00
No. 6207—McLaughlin D-35	20.00
No. 6208—Overland, 4-cyl. model	22.00
No. 6209—Studebaker, 4-cyl. model	26.00
No. 6210—McLaughlin, 4-cyl. model	27.00
No. 6211—Reo, 4-cyl. model	26.00
No. 6212—Cadillac, 4-cyl. model	27.00
No. 6213—Chalmers and other 4-cyl. models	28.00
No. 6214—Chevrolet Baby Grand	28.00
No. 6215—McLaughlin, Studebaker, Chalmers, Reo, Hudson, Chandler, Packard, Wolseley and other 6-cyl. models	28.00
No. 6216—Cadillac, Peerless, Cole and other 8-cyl. models	28.00
No. 6217—Packard, Pathfinder and other 12-cyl. models	30.00

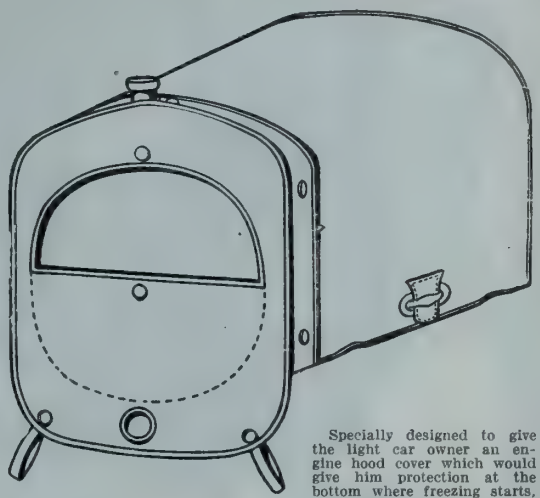
Fabric leather or silk mohair in special colors to match color of car, extra, $5.00.

FUR MOTOR ROBES



	Price
No. 6190—Gray Goat, 70x60 in.	$30.00
No. 6191—Brown Dyed Goat, 70x60 in.	42.00
No. 6192—Black Dyed Goat, 70x60 in.	42.00

WESTERN SPECIAL ENGINE HOOD COVERS



Specially designed to give the light car owner an engine hood cover which would give him protection at the bottom where freezing starts, and ventilation at the top where it boils readily. Without interfering with the starting crank, which passes so close to the radiator that it will not admit of a rolled down front.

The illustration shows the new and improved type of engine hood cover fastener; it is an aluminum stamping which fits in the side of the cover and slips over the handles of the bonnet. The hole for the starting crank is also bound by a strong brass grommet; these two features making the neatest looking, best fitting and strongest engine hood cover ever placed on the market.

Remember, this cover is insulated with genuine hair felt, the best non-conductor known to science.

Always specify year, model and make of car when ordering.

	Price
No. 6218—Ford	$11.50
No. 6219—Chevrolet 490	12.00
No. 6220—Gray-Dort	12.50
No. 6221—Maxwell	12.50
No. 6222—Briscoe	14.00
No. 6223—McLaughlin -35	14.00
No. 6224—Dodge	14.00
No. 6225—Overland -75 and -90	14.00

THE UTILITY PROTECTED HEATER



The Ornamental Foot Rail which Radiates Heat.

Utilizes the heat from the exhaust. Equipped with valve for turning the heat on or off.

	Price
No. 6193—Utility Protected Heater	$33.00
No. 6194—Utility Front Seat Heater	20.60
No. 6195—Utility Junior Heater	14.85

The above items represent a few of the hundreds of live Winter Necessities which we have in stock. Consult your Hyslop catalogue and latest discount sheet for further information and prices.

HYSLOP BROTHERS, LIMITED

Shuter and Victoria Sts. - - - Toronto, Ont.

If interested tear out this page and place with letters to be answered.

SAVAGE QUALITY TRADE MARK



The Window that gets the Christmas Business

There's a lot of Christmas firearms business. The father who wants his boy to have a *real* boy's rifle. The wife who wants "father" to have the "best sporting rifle in the world" for his annual hunting trip. The household that needs the real, unwavering protection that only a Savage Automatic can give.

Savage advertising of Savage quality during the past year was designed to help make Christmas sales.

A Savage window display during November and December will capitalize our entire year's advertising to your advantage.

Write our Utica factory for the new Savage-Stevens calendar for 1921.

SAVAGE ARMS CORPORATION

Sharon, Pa. UTICA, N.Y. Chicopee Falls, Mass.
Executive and Export Offices: 50 Church St., New York City

Owners and Operators of the
J. Stevens Arms Company, Chicopee Falls, Mass.

If interested tear out this page and place with letters to be answered.

DEALERS: DON'T OVERLOOK THIS LIVE LINE!

Penberthy Washing Machine Drainer

(Operates by Water Pressure)



A

The Old Way

Adapter—For use with smooth faucets. Order this also if your faucets are not threaded.

The New and Better Way





A Real Household Necessity

Frees the women folk for all time from the tiresome, mussy, old-fashioned way of filling or draining washing machines and tubs on wash day. Fits any faucet. Can be attached or detached in a moment. No tools needed.

To Empty

Take off cap "B" and turn on the water. This creates a suction through the hose and so drains the water into the sink.

To Fill

Simply attach Drainer to the faucet and screw on cap "B" and turn on the water.

The Adapter "A" converts smooth faucets into threaded ones. Simply slip it over plain faucet and attach to Drainer.

The Drainer is made of aluminum—will not rust—will last a life time.

Used by thousands of women all over the country. Can be used for a number of purposes and it saves many, many steps and all the heavy lifting.

The Penberthy Washing Machine Drainer

should be in every household, and you can sell every woman in your town, whether she has a washing machine or wash tub, or whether her washing is done in the basement or kitchen, providing she has water pressure for operating power.

Order From Your Jobber

If he cannot supply you, write us direct and we will see that your order is given prompt attention. We will furnish free on request attractive hangers, circulars, etc.

Manufactured by

Penberthy Injector Company, Limited

Windsor, Ont.

If interested tear out this page and place with letters to be answered.

AD-EL-ITE
T. M. REG. U.S. PAT. OFF.
NON-FREEZING
LIQUID

Other AD-EL-ITE Auto Specialties that Bring Trade to Your Door

Motor Carbon Remover

Anti-Friction Automobile Oil

Tire-ite

Shi-nite Metal Polish

Mohair, Leather, and Canvas Top Dressings

Motor Engine Paint

Auto Body Polish

Auto Cleaner & Reviver (Liquid and Paste)

Auto Colored Varnish

Auto Wax Polish (Liquid and Paste)

Liquid Leak-Seal for Radiators

Radiator and Water Line Cleaner

Lining Dye and Finish, etc.

AN AUTO NECESSITY

Whatever trade conditions may be, a dusty stock means loss. The big problem now, as always, is to get the greatest turnover from small investments.

Auto supply dealers throughout the Dominion are finding AD-EL-ITE Non-Freezing Liquid a ready seller and a quick money-maker. One man tells us why. He says:

"I attribute my big sales in AD-EL-ITE Non-Freezing Liquid to two fundamental causes:

(1) The nature of the article which makes it not only a convenience but an ESSENTIAL in cold weather driving.

(2) Your valuable dealers' helps and the co-operation of your sales promotion department."

This is the popular dealer sentiment. Your jobber carries AD-EL-ITE Non-Freezing Liquid. Get in touch with him and be a profit-picker.



ADAMS & ELTING CO.

17 Adelaide Street East - Toronto

Chicago New York

Send for details of our special resale service, and the famous AD-EL-ITE "T" Puzzle.

If interested tear out this page and place with letters to be answered.



REG671269

Stampers and Piercers of every description of Electroplate wares for Manufacturers and Silversmiths.
Specialties—Tea Sets, Waiters, Comports, Cake Stands and Baskets, Rose Bowls, Cruets, Egg Frames with Cups, Entree Dishes, Fruit Baskets, Pierced Sweet Stands, Sardines, Fern Pots, also a good collection of Vases in various sizes.

Enquiries invited

W. J. Anthony & Sons, Ltd.

Telegraphic Address: "Goblets, Birmingham"

St. George's Works
7 Unett Street, Birmingham
England

Telephone: Central 5486

WILLIAMS' "AGRIPPA" TOOL HOLDERS



THE production of superior drop-forged tools is traditional in our works. For nearly half a century our entire energy, equipment and resources have been devoted, wholly and exclusively, to the manufacture of the highest grade of product made possible by the development of the drop-forging art.

Like all of our *standard* Machinists' Tools, Williams' "Agrippa" Tool Holders are built for service—severe service that tries stamina to the utmost. Drop-forged from a special grade of carefully selected steel—scientifically heat-treated and hardened—they are sturdy, dependable tools of proven strength and merit.

A wide range of sizes in standard patterns for all regular machining operations: Turning, Boring, Planing, Threading, Knurling, Cutting-off and Side Work.

MACHINISTS' TOOL BOOK ON REQUEST

J. H. WILLIAMS & CO. LTD.

"The Drop-Forging People"

Formerly the Canadian Branch of The Whitman & Barnes Mfg. Co.

30 Thorold Rd. - - ST. CATHARINES, ONT.

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GURNEY

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In Many Styles and Sizes



READY for SHIPMENT

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TORONTO - CANADA

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1500 GOOD TOOLS

Drill Chucks

60

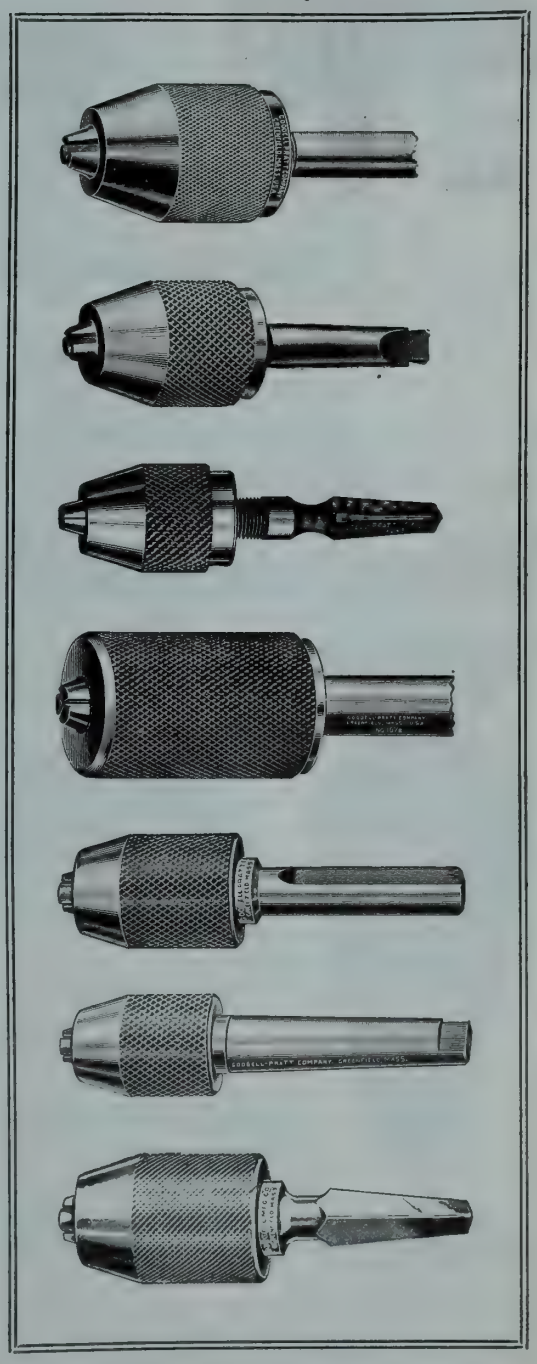
Sizes and Styles

Goodell-Pratt Drill Chucks are extremely simple in construction, well finished, strong and accurate.

They are made entirely of steel in two different patterns with various capacities and are carried in stock fitted with any standard shank.

High in Quality---Low in Cost

Accuracy and durability, with extremely low first cost and negligible repair expense, make Goodell-Pratt Drill Chucks an extremely attractive line to handle.



Goodell-Pratt Company

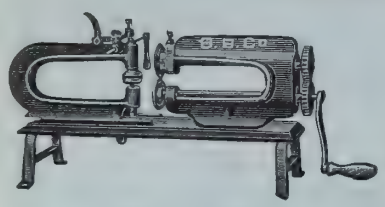
Toolsmiths

Greenfield, Massachusetts, U.S.A.

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Production and Labor Costs

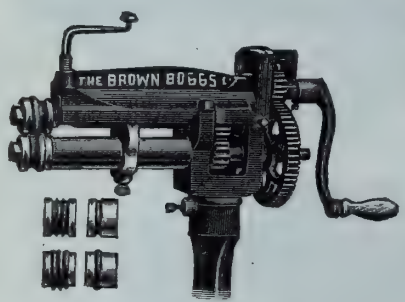


Circular Shear

Labor cost is steadily increasing. Is your daily output increasing with it? Or are you losing money and contracts through non-productive machinery? Write for our new No. 26 Catalogue, and let us show you the way to bigger business, and more profit.



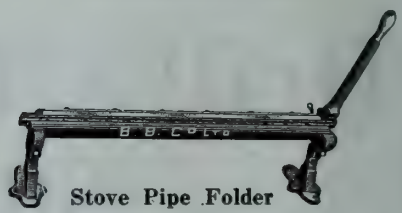
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8-ft. Steel Brake



Stove Pipe Folder

The Brown, Boggs Company, Limited

HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery

Canning and Evaporating Machinery

Quinte General Manufacturing Company

LIMITED



Engraved Glassware

Look over your stock of glass to-day and see just what you need for the Christmas rush. Send in your order to your Wholesale House for prompt shipment. They carry our goods and will send for any "Specials" you require. We are backing them up and helping you, with best possible service from our factory.

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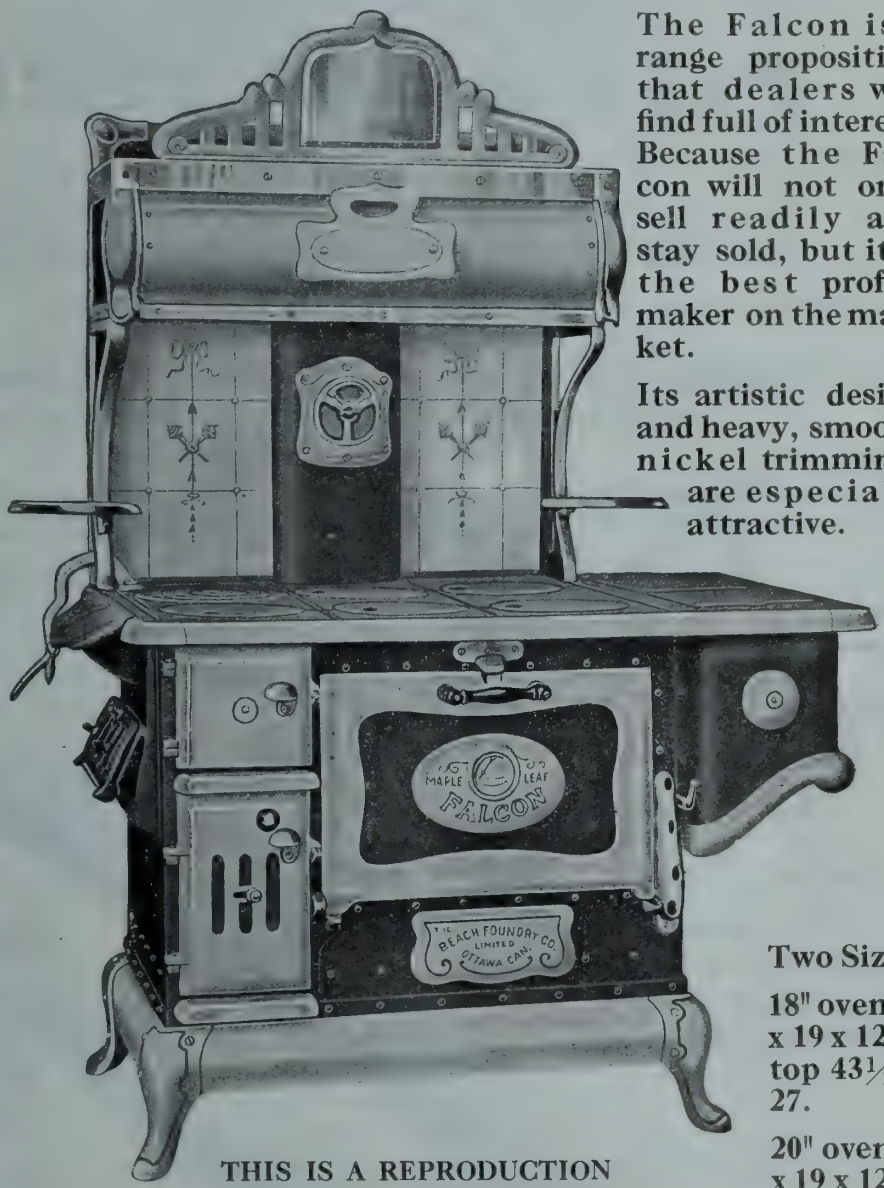
Begin the New Year with a Falcon!

Heats quickly and evenly— Cooks and bakes perfectly.

It would be a particularly delightful change if it happens that you are now using an old range or a range that for one reason or another does not give satisfaction.

The happiness or unhappiness of many a household can be traced to the kitchen. In the kitchen it is found that the trouble is with the range. If you buy a Falcon Range—there will be no trouble. Because the Falcon is a perfect range—economical of coal and prodigal of heat.

Ask for full list of stoves and ranges with latest price list.



THIS IS A REPRODUCTION OF THE PERFECT

Maple Leaf Falcon Range with special reservoir and warming closet.

The Falcon is a range proposition that dealers will find full of interest. Because the Falcon will not only sell readily and stay sold, but it is the best profit-maker on the market.

Its artistic design and heavy, smooth nickel trimmings are especially attractive.

Two Sizes:

18" oven 18 x 19 x 12½, top 43½ x 27.

20" oven 20 x 19 x 12½, top 45 x 27.

BEACH FOUNDRY LIMITED

BROAD ST., OTTAWA, CANADA

Branches in Winnipeg and Vancouver

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Your Store has earned the reputation of carrying in stock only the best tools.
Your prestige as a discriminating buyer will be materially enhanced if you stock and sell the reliable

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P x H and IMPERIAL FILES

IMPERIAL

"They Cut Faster and Wear Longer."

File-sales Leaders from Halifax to Vancouver.

Be FILE-WISE.

Ingersoll File Company, Limited.

John Morrow Screw & Nut Co., Ltd., Sole Distributors,
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"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.



A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

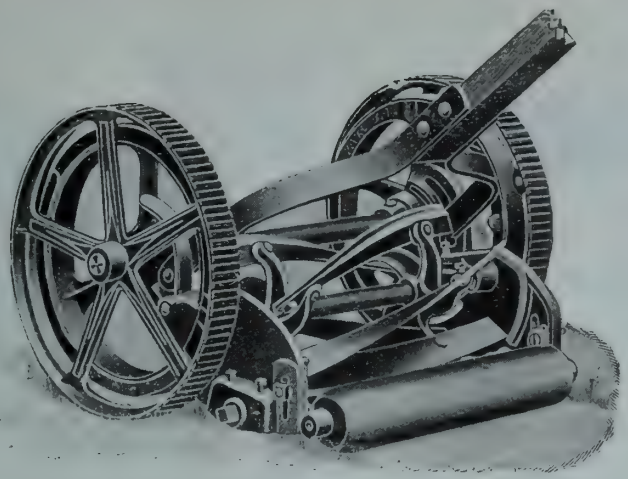
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NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

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Write for Prices and Details NOW



We Anticipate A Big Demand

It's a wise precaution to order Mowers—Now

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"ADANAC" "WOODYATT" "STAR" "EMPRESS" FAMOUS NAMES

TAYLOR-FORBES COMPANY, LIMITED

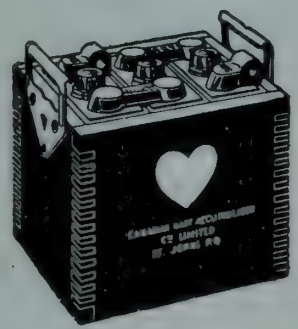
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HART BATTERIES



Every motorist is looking for the battery which best stands the extra work cold weather puts on it. The dealer who sells the Hart Battery will get the battery business of discriminating motorists who are putting new batteries in their old cars. Long hours of lighting and the difficulty in starting cold motors quickly weakens a poor battery. It is not only an act of kindness but a stroke of good business to see that the motorists in your district get a Hart Battery.

Battery Repair and Service Dept.

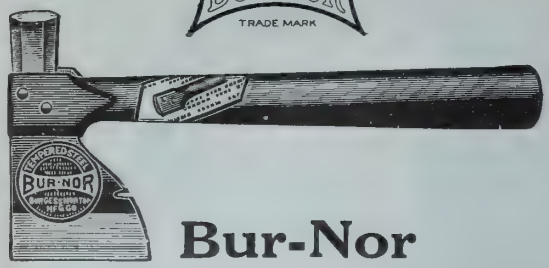
We maintain a repair department in charge of battery experts where work will be done at moderate cost, allowing a margin of profit for you. Prepay your batteries to us. Estimates will be furnished before work is undertaken, if requested.

Samuel Trees & Co., Ltd., 42 Wellington St. E., Toronto

Manufacturers, Jobbers and Wholesalers of Automobile Accessories
Established 1862

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REGISTERED BUR-NOR TRADE MARK



Bur-Nor All-Steel Hatchets

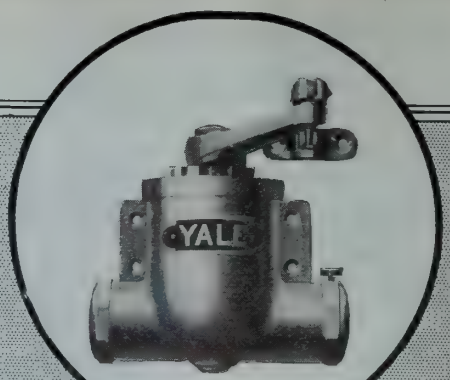
QUICK SALES — SURE PROFITS

Good hatchets—made entirely of steel, with the hollow steel handle riveted heavily under pressure to the head so that it will never work loose—the blade tempered in oil so that it will keep its fine edge—these are the hatchets in the Bur-Nor line. Write to-day for complete catalog of these all-metal, all-purpose hatchets.

Canadian Funds Accepted at Face Value.

Bur-Nor All-Steel Hatchets

BURGESS-NORTON MFG. CO.
GENEVA, ILLINOIS, U.S.A.



"YALE"

brings your customers back for more

THE *satisfaction* a customer obtains from the Yale Door Closer, Night Latch, Padlock or Builders' Hardware you sell him brings him back to you for all his hardware needs.

Stock a line that is *known* and advertised throughout the Dominion.

The trade-mark "Yale" on the product is our guarantee of satisfaction.

Made at St. Catharines Ontario

"The trade-mark 'Yale' helps make the sale."

Canadian Yale & Towne Ltd.

TRADE YALE MARK

VOL-PEEK

MENDS HOLES IN POTS AND PANS



Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

At your jobber's, or

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(Owning and Operating Vol-Peek Mfg. Company)

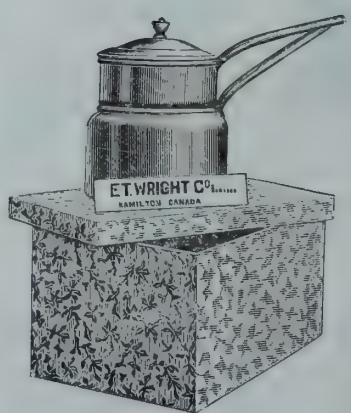
WENTWORTH WELLWORTH ALUMINUM GOODS

Christmas Gift Suggestions



Aluminum Buffet Sauce Pans
With Covers

Nos.	361	362
Quarts	1½	2½



Aluminum Double Boilers
In Holly Boxes

Send your order in at once for the Christmas Trade

No. 172 Quarts 2 and 3

WENTWORTH MFG. CO.
Hamilton, Canada
Owned and Operated by
E. T. Wright Co., Limited

Prompt shipment of Metals—Galvanized Iron, Tin Plate, Canada Plate; also made-up goods—Galvanized Wares, Eavetrough, Conductor Pipe.

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"Alloyed under the Stanley Process"



for general service

Lionroyal BABBITT

MADE IN CANADA

This Babbitt Metal has a greater range of service than is possible in any other Bearing Metal at a corresponding cost —it has a strength which will easily withstand impact and pressure, yet will run cool at high speed with little lubrication—

There are thousands of places in which high-priced Genuines are used where "LIONROYAL" will serve as well.

Try a Sample Case and Judge for Yourself.

BRITISH SMELTING & REFINING COMPANY LIMITED

MONTREAL

Profits Come Easily

When you sell one of the following five brands:

Kearney & Foot
Great Western
American
Arcade
Globe

FILES

These files are standard quality and need no "pushing"; there is a large and steady demand; you get a good profit.

Carry a moderate stock, and replenish as needed from your jobber. We carry large reserves.

Made in Canada by

Nicholson File Company

Port Hope - Ontario

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How to Increase Sales During Christmas Season

It is usually no mere matter of chance when a dealer makes one grand "clean up" of his Gillette Safety Razor stock and creates a great number of new customers during the holiday season. Probably some such conversations as the following are taking place right now, as a prelude to bigger sales:

Store Owner: This folder came in the mail this morning from the Gillette people. It certainly shows us an excellent way to get more business this Christmas.

Assistant: But during the Christmas rush there isn't very much time to make long selling talks to customers.

Store Owner: That is the very idea of the Gillette Christmas plan. They are doing most of the actual selling work to make the men and women who pass our store want to buy Gillettes for Christmas gifts. What we have to do is to back up their work and to make it known very forcibly that they can get the Gillettes they want right here.

Assistant: How about a good window display? We could make a fine window with those display signs shown there in the folder. In fact, we have several of them now.

Store Owner: I will send for the rest to-day. But how about stock? Have we got enough sets in stock to make a killing?

Assistant: We could use that dozen assortment mentioned on the order blank. I will move our present stock to that part of the counter where most people stop. There's good money in selling Gillettes, and a chance for future business on blades.



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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. VVVII. TORONTO, DECEMBER 4, 1920 No. 49

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GEO. D. DAVIS, Manager.

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"QUEEN'S HEAD" GALVANIZED IRON

is always ordered by those who want

THE BEST

Can you afford to take a chance and use inferior material?

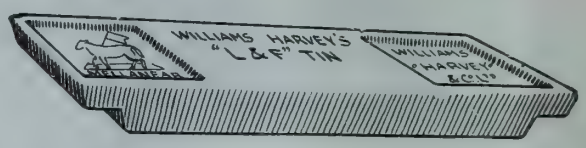
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Manufacturers
BRISTOL, ENG.

A. C. LESLIE & CO., Ltd.
Canadian Agents
MONTREAL

When You Are Buying

INGOT TIN

Specify This Brand:



The best brand of "Lamb & Flag" TIN on the market and for many purposes equally as good as straits —while appreciably lower in price.

STOCK AND IMPORT

A. C. LESLIE & CO., LIMITED

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MONTREAL

BLACK AND BLUE ANNEALED SHEETS

OUR STOCK IS WELL ASSORTED

ROLLINGS CAN BE ARRANGED PROMPTLY

SEND US YOUR DETAILED SPECIFICATIONS

THE STEEL COMPANY OF CANADA, Limited

HAMILTON MONTREAL

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, DECEMBER 4, 1920 No. 49

Paint Prices Reduced 50c. Gallon

Substantial Reductions Made in Some Paints at Meeting of Paint, Oil and Varnish Ass'n.—Varnish Prices Remaining Firm—Vote Donation to Consumptive Hospital—Optimistic Outlook—Brief Presented to Tariff Board—Social Gathering in Evening.

REDUCTION in paint prices, the probability of which has been referred to during recent weeks in Hardware and Metal, has become effective.

The two essential points discussed at the convention of the Canadian Paint, Oil and Varnish Association held at Toronto this week had to do with the revision of prices and discussion of the brief to be presented to the Tariff Commission. The final draft of the latter which appears in this issue met with the approval of members in attendance. As to prices, reductions were as follows:

First quality house paint, marine paints, porch floor paints, reduced 50 cents per gallon.

Flat wall paint, reduced 25 cents per gallon.

Inside floor paint and floor enamel, reduced 30 cents per gallon.

Second quality house paint, reduced 25 cents per gallon.

It is stated by officials of the association that no further change will be made in these prices before July 1, 1921, unless the market should necessitate an advance.

It was stated to Hardware and Metal by Mr. George Henderson that the reductions as outlined were decided upon because of the possibility of replacing raw materials at levels which would justify these prices. If costs of present stocks and prevailing raw material prices were a controlling factor such reductions, he stated, would not take place for some time.

Reductions in West Are Greater

It was pointed out that the present reduction in paint prices amounts to more than 50 cents per gallon in the West because no change was made in the differentials in keeping with the increased freight rates. The manufacturers stated they have absorbed these additional costs.

Optimistic Outlook

A note of optimism was sounded by all the members in considering the possibilities which lie ahead of the paint and varnish business. Spring bookings have been decidedly heavy, and with a definite announcement of reduced prices, with an assurance of no further reduction, a further rush of bookings is anticipated.

Fewer Dealers Selling Cheap Quality Paint

Asked as to the prevailing attitude of the trade toward cheap quality paint, members stated that there were fewer hardware men selling this grade of paint now than before. Most of such paint reaching the consumer was through the medium of the mail order houses. Especially in Ontario was this tendency noted.

No Change in Varnishes

Among the products which have undergone no change in this revision are varnishes. The fact that linseed oil is not such a great factor in varnish prices and the firmness in prices of all products used in varnish making, make it impossible, it is said, to consider a reduction at this time. Members state that any change in varnish prices is more liable to be in an upward direction.

The meeting held this week is said to have been the largest and most representative meeting ever held by the association. Every paint manufacturer who is a member of the association was represented.

Vote Donation to Consumptive Hospital

At lunch, the members having been acquainted with the fact that the Hospital for Consumptives at Gravenhurst had been destroyed by fire, voted in the course of two or three minutes the sum of $1,500 to be donated to the institution.

Are your windows a cash producing proposition at Xmas? If so your display should win a prize in HARDWARE AND METAL XMAS WINDOW CONTEST.

Memoranda Submitted to The Tariff Board

THE paint and varnish industry in Canada is represented by forty-five establishments, with an investment which in 1918 amounted to $15,784,610. While the greater number of plants are located in the Provinces of Ontario and Quebec, paint and varnish factories are distributed throughout the Dominion, and there are plants in Halifax, Winnipeg, Vancouver and Victoria. The output of these factories for the year 1918 is given as $17,678,049, but the above figures are taken from the Government statistics for 1918, and were even then considered very conservative by the trade. During the past two years there has been a large increase in the output, and for the year 1920 this is estimated to be over $25,000,000.

In 1918 these factories purchased materials to the value of $9,203,530, the major part of which was bought in the Dominion. The industry provides a large market for linseed oil made from Western Canadian flax, the consumption of which amounts to about 2,000,000 bushels annually. Purchases of raw linseed oil in 1918 amounted to $1,963,110, and for the present year are estimated at not less than $3,500,000, and practically all of this is a Canadian product. The industry also purchased considerably more than $1,000,000 worth of pig lead, most of which was a product of British Columbia. Then, too, the industry supplied a large home market for wooden boxes made from Canadian lumber, tin cans made in Canada, and alcohol, creosote, naphtha, acetone, benzine, paraffin, benzole, pigments and dryers, the major part of which was bought in the Dominion. In this way the industry provided employment for thousands of workers in addition to those on its own payroll.

The tariff items in which our industry is principally interested are:

(Continued on Next Page.)

Item No.	Description	British Preferential Tariff	General Tariff
247	Liquid Fillers, Anti-Corrosive, Anti-Fouling Paint and Ground and Liquid Paints, nop.	25%	30%
249	Varnishes, Lacquers, Japans, Japan Dryers, Liquid Dryers and Oil Finish, nop.	20c per gal. and 15%	30c per gal and 22½%

The gross protection under the above items is reduced to some extent, however, by duties which we have to pay on imported commodities of a kind not made in Canada, including those mentioned under the following items:

Item No.	Description	British Preferential Tariff	General Tariff
242	Zinc White	Free	5%

(It should be noted that we have in this country abundant deposits of crude zinc and that zinc white could be manufactured in this country, if adequate protection was provided to ensure the home market for Canadian producers).

Item No.	Description	British Preferential Tariff	General Tariff
245	Ochres, Ochre Earths, Siennas and Umbers	10%	15%
246	Oxides, Fireproofs, Rough Stuff, Fillers and Colors Dry, nop.	15%	22½%

An example of how certain branches of the inustry are far from being overprotected is seen in dry red lead and orange mineral. These oxides of lead are dutiable at 5 per cent. in the general tariff, and free under the British preferential schedule, whereas pig lead, the raw material from which they are produced, has a duty of 1 cent per pound under the general tariff (equal to about 14 per cent. at present values), and three-quarters of a cent per pound under the British preference. A similar situation exists in regard to lead sulphate.

The tariff protection on the products of the Canadian paint and varnish factories has resulted in giving an assured market to the Canadian manufacturers and has made possible the steady development of the industry from a small beginning to its present position of importance as one of the leading industries in the Dominion. The industry has, in fact, more than doubled in the last ten years. In 1910 there were only twenty-six firms making paints and varnishes in the Dominion, as compared with forty-five at the present time. The capital investment in 1910 was $68,277,915, whereas the Government reports for 1918 show an investment of $15,784,610. The output of the industry in 1910 was $8,041,154, whereas in 1920 it is estimated to be over $25,000,000.

One notable development in the industry has been the fact that the tariff has induced a number of the principal paint and varnish manufacturers in the United States to erect large plants on this side of the international border. Had it not been for the Canadian tariff, which convinced foreign manufacturers that, if they wanted to share in the Canadian market they must manufacture on this side of the boundary, these companies would have supplied the Canadian market from their home plants. The United States protects its home market against import of paints made in Canada and other countries by tariff duties, and if it were not for the Canadian tariff manufacturing plants in the United States, operating from a productive home market, would be able to ship their products into Canada, while Canadian manufacturers with no protection would be deprived of the advantages and economies in production which are now possible by reason of the assured market here.

The assured home market has enabled us to get the advantages of a quantity output to the maximum extent of the Canadian market, and such quantity output has effected economies in cost of production. Advantages of such low productive costs have been given to the consumers, and prices of paints and varnishes in Canada are considerably lower than would be possible if the markets were divided between the Canadian and the United States factories.

For years our prices have compared favorably with the prices of similar products of United States manufacture, when allowance is made for the fact that the Canadian imperial measure is one-fifth larger than the wine measure in the United States, and for the revenue duties which we have to pay on imported commodities not obtainable in the Dominion.

During the war period, and even at the present time, our prices have been lower in many cases than the prices of similar goods of United States manufacture, laid down in Canada, without taking the duty into account, and in a number of instances our prices have actually been lower than prices of similar products in the principal markets in the United States. The situation at the present time for a representative number of products is indicated by the figures in table at bottom of page.

Despite such favorable price comparison, the Canadian industry needs the present measure of protection, principally for two reasons:

First. To insure the home market for Canadian manufacturers to enable them to develop the national resources of Canada, and employ the maximum amount of Canadian labor, and to assist them to produce at the lowest possible cost to develop export trade.

Second. To prevent unfair dumping in Canada of United States paint and varnishes.

The secretary of the Paint and Varnish Association of the United States is authority for the statement that the annual producing capacity of the paint and varnish factories in the three cities of Detroit, Chicago and Cleveland is 40,000,000 gallons of varnish and 65,000,000 gallons of paint.

According to the report of the Dominion Bureau of Statistics for the year 1918, Canadian factories produced 7,483,893 gallons of paint and 3,317,069 gallons of varnish. It would therefore be quite possible for the paint factories in the three American cities above mentioned to supply the Canadian market with all the paint and varnish required during an entire year in about six weeks.

The producing capacity of all the factories in the United States is estimated at 60,000,000 gallons of varnish and 100,000,000 gallons of paint per annum, so that the United States production

(Continued on Page 64.)

	Per Imperial Gallon
FLOOR VARNISH—	
Wholesale price of U.S. product laid down in Eastern Canada	$7.14
Amount of duty included in above	1.37
Wholesale price of Canadian goods of same quality	4.40
SPAR VARNISH—	
Wholesale price of U.S. product laid down in Eastern Canada	8.20
Amount of duty included in above	1.55
Wholesale price of Canadian goods of same quality	5.63
GENERAL PURPOSE VARNISH—	
Wholesale price of U.S. product laid down in Eastern Canada	7.14
Amount of duty included in above	1.37
Wholesale price of Canadian goods of same quality	5.13
BEST QUALITY HOUSE PAINT—	
Wholesale price of U.S. product laid down in Eastern Canada	6.82
Amount of duty included in above	1.44
Wholesale price of Canadian goods of same quality	5.30
FLOOR PAINT—	
Wholesale price of U.S. product laid down in Eastern Canada	5.70
Amount of duty included in above	1.20
Wholesale price of Canadian goods of same quality	4.50
FLAT WALL PAINT—	
Wholesale price of U.S. product laid down in Eastern Canada	5.38
Amount of duty included in above	1.13
Wholesale price of Canadian goods of same quality	4.00
RED BARN PAINT—	
Wholesale price of U.S. product laid down in Eastern Canada	2.99
Amount of duty included in above	.63
Wholesale price of Canadian goods of same quality	2.20
WAGON AND IMPLEMENT PAINT—GREEN AND VERMILION—	
Wholesale price of U.S. product laid down in Eastern Canada	8.45
Amount of duty included in above	1.80
Wholesale price of Canadian goods of same quality	5.60

Christmas Plans of Other Dealers

Development of Toy Business Starts Another Generation of Customers for the Store—Educational Toys in Good Demand—Wide Selection and Timely Advice Needed in Toy Selling.

IN connection with Christmas trade, W. H. Thorne & Co., St. John, N.B., publish a four-page pamphlet 7½ x 10½ inches printed in green ink and entitled "Thorne's Christmas Herald," as shown herewith. On the first page is an announcement that it is published "in the interests of gift seekers." An illustration of an electric table lamp appears on the first page with a brief description of various types of lamps. Other goods mentioned on this page include photo frames, French ivory toilet accessories, leather goods, mahogany finished candlesticks, artistic brassware, sterling silver toilet sets, choice cut glass, electroplated ware, cutlery. At the foot of the page is an invitation to "come in and rest, and arrange to meet your friends at the music room."

The second page is headed "Santa Claus Land," "The Most Gorgeous and Complete Toy Display in our History." Story books, dolls, doll carriages, doll furniture, toy pianos, electric trains, hobby horses, rocking horses, horses and carts, and many other such toys are briefly described and prices shown. The third page is a continuation of description of toys, games, dolls, etc. The last page deals with the sporting department and mentions skates, lunch sets, exercisers, flashlights, hockey sticks, sleds, etc.

The use of this pamphlet for distribution to customers and prospects has been found to help greatly in the development of trade in the toy and sporting goods departments.

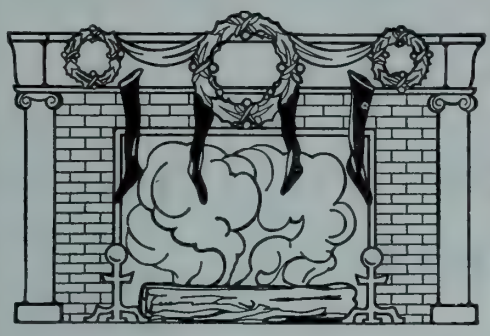
Educational Toys Wanted

Among the toys which are said to be making a strong appeal to the present generation of children and grown-ups are the educational and constructive toys. There are several lines of these goods which are ready sellers in sets varying in price from $2 to $20 and up. These are often put up in regular sets and accessory sets, and it is often found that a customer who has purchased a regular set will return a year after and purchase an accessory set.

Steam engines and mechanical boats are also good sellers. A stock of these lines will attract more attention than most lines as these articles lend themselves to an attractive appeal by being put in motion. Their entertainment value is greater than with many other toy lines and they can be given prominence to good advantage.

A Complete Stock

A complete stock is a big advantage in selling toys for at Christmas time it is generally found that price is not so big



a factor as service and quality. Toys are bought to the largest extent at Christmas time and as many buyers are not in touch with developments in this line during the balance of the year they are more inclined to go to the store with the complete stock so that they will feel sure they are having a good selection.

Toy Business Now More Substantial

During and since the war toy manufacturers have been making a number of lines which are of more substantial construction and of greater interest than formerly. Such toys can be sold to the parents for the children on the grounds of educational value. This is coming to be an important feature in selling toys. Those toys of fragile construction—good for only a day—made the toy business too speculative a matter to be handled satisfactorily, but now that a sounder basis of toy selling has been established it is a line of goods which any hardware dealer should be glad to sell.

Adds Another Generation of Customers

Toy business adds another whole generation of customers and customers that are not satisfied until they get what they want. Organizing the toy department on permanent lines opens a wide field of possibilities not only for the present but for the future. The effect of getting the young people in the habit of coming to the hardware store for such goods will be a big factor in influencing them in later years.

A toy department in the hardware store has been referred to as a renewer, a reviver and a reconstructor. It gives an opportunity of bringing more people to the store, young people who are enthusiastic and who make the most of what they see. They bring their parents too, and so the field extends. The establishment of a well-equipped and well-managed toy department may do more than all the other sale promoters that could be adopted in so far as bringing new business to the store is concerned.

The average buyer of toys enters the store with an open mind, in very few cases has any definite article been decided upon. This fact leaves much to the toy display and the advice of the sales clerk. Some dealers therefore find it advisable to leave the toy department in charge of one clerk whose ability makes him suitable for such work. Let him take charge of all the people entering the toy department and give them the benefit of his first hand knowledge of the stock and what the children are most likely to want. This plan has been adopted by some dealers to good advantage.

Santa Claus Co. Takes Over Hardware

Another hardware firm followed the plan of sending out letters on special stationery with printed headings reading "Santa Claus & Co. Successors to The ——— Hardware Co."

"Toyland" appeared in three places in the heading and terms, it is announced are "friendly." "All toys imported and made by Santa Claus at his factory at the North Pole. Everybody welcome. Bring your chums" is the letterhead invitation.

Parents told members of the hardware firm that these letters had made a pro-

French Ivory Toilet Articles

We are now showing a particularly fine assortment of this dainty toilet ware for Christmas Gifts, comprising:

HAIR BRUSHES, CLOTH AND HAT BRUSHES
MILITARY BRUSHES, COMBS, HAIR RECEIVERS, MIRRORS
SALVE BOXES, JEWEL AND PIN BOXES, SOAP BOXES
TOILET POWDER BOXES, SHOE HORNS, NAIL POLISHERS
PERFUME BOTTLES, PHOTO FRAMES, MANICURE PIECES, etc.

Shop Early

McAVITY'S
Phone M. 2540 **11-17 King St**

Perhaps the clerk can improve his employer's window displays — show you are right by winning a prize in HARDWARE AND METAL XMAS WINDOW CONTEST.

found impression on their children. Where an oversight resulted in a letter not reaching some children, who knew of others getting such letters, an adjustment was speedily made in order to cause no disappointment. A big red mail box in front of the store received the answers from the children as to what they wanted for Christmas.

Another letter was sent to every child who replied to the letter from Santa Claus. This read as follows

"My dear young friend. Your nice letter received and was very glad to hear from you and I know that you will try to be a very good child, go to bed early, mind your mamma and papa and I will try to be there on Christmas day and attend to your wants as closely as possible.

"With every good wish for a Merry Christmas,

"Santa Claus."

Names of children were received from the kindergarten and other schools. Only children who were just about old enough to read the printed letters are included on the list. Such letters combined with good window displays brought splendid results for this hardware store.

Thorne's Christmas Herald

Published in the Interests of Gift Seekers by W. H. THORNE & Co., Ltd., St. John, N.B.

SEASON OF 1920

A Few Suggestions From Our Holiday Displays

ESPECIALLY INTERESTING is our exhibit of ELECTRIC READING LAMPS, in which is featured the Colonial Style—as illustrated—shown in bronze and in brass finishes, with art glass shade. The Colonial is particularly good value at the Special Price $8.50

Many other styles there are of Electric Reading Lamps in copper, bronze and brass finishes with shades of art glass. Then there are dainty Boudoir Lamps in similar effects. Also Solid Mahogany Floor Lamps with Silk and Denim Shades, at $20.00, $25.50, $28.50, and $34.00.

PHOTO FRAMES in select assortment, in Leather, Wood, "Sterlum," and Brass, at prices ranging from 40c to $12.00.

FRENCH IVORY TOILET ACCESSORIES such as Brush, Comb and Mirror Sets, Military Brushes with Trays, Perfume Bottles, Clocks, Photo Frames, and a full line of this popular toilet table ware.

LEATHER GOODS, including Ladies' Hand Bags, Purses, Manicure Sets, Coin Purses, Letter Cases, Fitted Toilet Rolls, Card Cases, etc.

MAHOGANY FINISHED CANDLESTICKS, $1.50 to $6.50. English Candle and Lamp Shades. Also Colonial Candles in assorted colors and sizes.

ARTISTIC BRASSWARE in Smokers' Stands, Ash Trays, Jardinieres, Pedestals, Desk Sets, Fern Dishes, Umbrella Stands, etc.

STERLING SILVER TOILET SETS from $25.00 to $80.00. Also Manicure Sets, Puff Jars, Jewel and Trinket Boxes, Perfume Bottles, Separate Manicure Pieces.

CHOICE CUT GLASS Goblets, Tumblers, Sherbert Glasses, Compotes, Bowls, Creams, Sugars, Water Bottles, Vases, etc.

ELECTRO PLATED WARE: Knives, Forks, Spoons in Hudson, Exeter and Adam Patterns; Fruit Dishes, Compotes, Entree Dishes, Coffee Urns, Tea Sets, Bake Dishes and Casserole Dishes.

CUTLERY: Handsomely Cased Carvers—three and five-piece sets. Scissors, Pocket Knives; and the celebrated Stainless Steel Knives—warranted to cut tomatoes and all foods containing acids without staining the blades. **DAINTY FRENCH FANS,** hand painted, and ostrich feathers. Prices from 75c. to $43.

KING STREET STORE—STREET FLOOR.

COME IN AND REST, AND ARRANGE TO MEET YOUR FRIENDS AT THE EDISON MUSIC ROOM OF W. H. THORNE & CO., LTD., KING STREET.

Gorgeous Toyland Opening

COMING SATURDAY

For years the Big Hardware Store's Toyland opening has been looked upon as the biggest day of the year.

Thousands of little hearts will beat with joy when this glad news is told them, for it starts old and young thinking of the many things to be done within the next four weeks.

DEAR OLD SANTA CLAUS for years has been coming to St. Thomas and Toyland to find out just what the dear little ones wanted, and during these years he has visited thousands of homes in the city.

As in former years, old Santa has arrived in a carriage or sleighs with a team of horses and will follow up these old traditions if the weather permits, but in case we do not have enough snow, he will arrive in a more modern and up-to-date way—he will have a bright new automobile, and his majesty's coming will be made known by a bugler in costume.

SANTA'S ARRIVAL—Rain or shine, Santa will be here on time, for he never disappoints the children. We have arranged to meet him as usual with a fine sleigh and team of horses if weather permits. If not, he will come in a nice new automobile. His Majesty's coming will be made known by a bugler in costume. The procession will start at the beginning of the new pavement, Talbot street east, sharp at 10 o'clock, west to Balaclava, north to Redan, west on Redan to Alma, from Alma to Kains street, west on Kains street to Flora, south to Talbot street, west on Talbot to William, south on William to Wellington, Wellington to Ross, south to the end of Ross, he will pass along Chestnut, Maple, Locust and Forest avenue, back east on Wellington to First avenue, through the subway to Talbot and back to the station. Children can write letters to Santa, post them on Saturday or any day before Christmas in the letter box at the head of the stairway, second floor. (No stamp required).

CHRISTMAS, 1920, should be the brightest and best Christmas Canada has ever seen.

Toyland is Bigger and Grander Than Ever

The whole of our second floor, 3,000 square feet of floor space, is given up entirely to Children's Toys and Electrical Goods. Such a feast of things the Big Store has never shown before.

DO NOT FORGET THE PARADE WILL START AT 10 A.M. BRING THE KIDDIES.

BLACKBOARDS

Just the thing for the girl or boy to enjoy—they will want to write or draw. Now, we have these Blackboards in all sizes and designs. Prices: $1.00, $2.00, $4.50.

AMERICAN FLIER

A wonderful mechanical toy—the newest thing to reality we have. You will see these on display at the mechanical booth in Toyland. Prices: $1.65, $2.25, $2.65, $3.75, $4.00, $4.50, $5.50, $6.00.
Electric Trains: $8.50, $12.00, $14.50.

VELOCIPEDES

This is just the thing your little boy has been asking old Santa Claus to bring him. Be sure to see them. Prices: $6.75 to $27.00.

WIRELESS OUTFIT

Here you will find a complete stock of Wireless Outfits to choose from. Prces: $2.75 to $9.50.

SLEIGHS

Here we are sliding close to another Christmas. We have sleighs at all prices to suit any pocket or any person, and all neatly decorated. Made for strength and durability. Prices: 35c, 85c, $1.65, $2, $2.65, $2.75, $3.75.

CARPENTERS' OUTFITS

Now you have no doubt had a lot of trouble keeping your tools, hammer, saw or other tools together, as your boy has been using them. Now we have an assortment of these outfits—just the thing for the little chaps. Prices: 75c, $1.25, $2.00, $2.50, $3.00.

DRUMS

You sure can't beat these Drums for price and quality, but they can be beat with drum sticks. We have a complete stock to choose from. Prices: 50c, 60c, 75c, 90c, $1.25, $1.50, $2.25, $2.75, $3.25, $3.50, $5.90 to $16.00.

DOLL CARRIAGES AND PERAMBULATORS

Perhaps she has the doll, but not the carriage. Now, we have a grand and gorgeous assortment to choose from. They will be found in Toyland. Prices: $5.00 to $20.

SKATES

We carry a full line of Skates. Automobile Skates and Stars. All models to choose from, and size that will fit any foot. Come in and see them. Prices: $1.50 to $8.00.

DOLLS

We have the grandest and most gorgeous stock of Dolls in the city. You sure will be able to select that Doll you wanted from our stock. Dolls at 25c, 50c, 75c, $1, $1.25, $1.50, $2, $2.25, $2.50 up to $14.50 each.

AUTOMOBILES

Next to the reality, these boys' autos come next. They are strong and well built and will stand the hard knocks they are intended for. Prices: $10.00, $15.00, $17.00.

LAY AWAY YOUR TOYS WHILE OUR STOCK IS COMPLETE

By paying a reasonable amount down, you can have toys laid away till you advise us to send them.

Ingram & Davey, Limited

The Big Hardware With the Big Toy Stock

Two suggestions for Christmas publicity. The ad. by Ingram & Davey, Ltd., St. Thomas, Ont., announces the opening of Toyland and the coming of Santa Claus. Illustrations were also included of blackboards, wireless outfits, drums, dolls, carriages, sleighs, skates, etc. The other illustration is of the front page of the four-page pamphlet issued by W. H. Thorne & Co., St. John, in connection with Christmas trade, as further described in the article.

Basis of Objection to Tax Stamps

Involve Considerable Capital Expense to Merchants—Difficulty Over Returned Goods—Encourage Sharp Practice—More Clerical Help Required—Color of Stamp Increases Likelihood of Confusion—Ask Return to Old System Temporarily.

MANY of the difficulties faced by the retail merchant in the collection of the luxury taxes by means of stamps were outlined by the Quebec branch of the R. M. A. in Montreal before the Tariff Commission. R. A. Nixon, speaking for the association, stated that a fortnight's experience had been enough to convince them that the plan was unsatisfactory even to the point of being unworkable.

It involved a large capital expense to the merchant for revenue stamps, in addition to the capital needed for the carrying on of his busines outside of the stamp feature. It led to considerable difficulties because of the custom of the trade to take back goods which proved unsatisfactory to a customer after getting them home. The cost of the stamps in purchases had to be refunded and no allowance could be obtained from Ottawa for three months.

It often happened as well that only part of the goods would be returned, but the customer would have to bring back the whole receipt in order to get credit, and in such a case a dishonest merchant might ask for a refund of the whole amount without the department being able to check the matter.

Encourage Sharpsters

Merchants found of sharp practices could also get refunds from the Government by keeping back the receipts from the customers, of whom a majority did not care whether they took away the receipts or not. It was even possible for enterprising rogues to gather up all the receipts given customers, allowing them something for the privilege, and then collect on them from the Government.

As Mr. Nixon claimed that one store calculated that it needed $50,000 extra capital to finance the purchase of stamps for its business, Sir Henry checked down all the expenses of purchasing stamps for this company, which had to have about $5,000 worth on hand all the time, and $10,000 worth for the Christmas trade, in addition to the extra expense for help at each cashier's desk, the amount lost through clerks failing to understand that a harmless little stamp on a worthless-looking receipt might be worth $10 in refund money to the company and in other ways.

Receipts Thrown Away

These receipts were being thrown away, dropped behind counters and otherwise destroyed every day. Strained relations were often produced between merchant and customer because it was difficult to get the latter to see that the merchant could not take back goods and make a refund without the stamped receipt. At the end of the first three months' work this store would have an accumulation of $67,000 worth of stamps to make a claim for at Ottawa.

In the largest stores in Montreal from thirty to sixty cash registers are employed. Before the advent of the new method of collecting the tax two or three cashiers were enough, but since the inauguration of the new system the staff had to be doubled in some cases in order that the sales could be handled expeditiously. There were two extra clerks in the office as well to look after this work alone. In theory the company was paid by the customer for the stamps, but on charged goods the stamp went into the account, and there was no allowance for the interest on the money tied up until refunds could be made.

Balance on Wrong Side

In addition to the other difficulties mentioned, this meant that the balance was always on the wrong side for the honest merchant. There was, in addition, the factor that numerous mistakes were being made by the clerks in affixing stamps, and that service to customers had been slowed up all around by the new system in spite of every effort to prevent it.

In support of their contentions, Mr. Nixon produced a paper box full of stamped receipts which had come back to the store because of goods being returned. One small receipt for $4.20 attracted the curiosity of Sir Henry Drayton, who wondered why 38 stamps had to be used on this bill. The bill was almost entirely covered by the multi-colored stamps, and it was evident that it must have taken considerable time and patience to attach them all.

Need to Alter Color of Stamps

"Why put so many?" asked Sir Henry.

"The bookkeeper did not have the right denominations in order to put the fewest possible," was the reply.

The chairman agreed with contentions made by the merchants that some change must be made in the color of the stamps, because a one-cent stamp and a $10 stamp looked so much alike in color that there is a great chance now of somebody losing or making money.

The $5 stamp and the 25-cent stamp also look a good deal alike. With thirty-seven varieties of stamps in different colors, it was obvious that a color-blind bookkeeper would have his or her troubles. It may be a difficult matter to rectify the colors of these particular stamps without getting into trouble with other denominations.

Many of the receipts were badly mutilated. One small receipt with one small stamp had been picked off the floor where it was thrown by a clerk, who could not be made to understand that it was worthy $10 in refund money to the company.

Want the Old System

In conclusion they suggested to Sir Henry Drayton that they would like to return by December 1 to the old system. Sir Henry said that this matter rested with the Inland Revenue Department, but that he would bring the whole question before the Minister.

It is possible that the merchants will send a delegation to Ottawa in order to have this matter cleared up by December 1 before the Christmas trade gets brisk. It was evident, however, that the Minister was greatly impressed by the arguments made before him.

The cash register will be set jingling as a result of good Xmas displays—send in an entry to HARDWARE AND METAL XMAS WINDOW CONTEST.

Advertising Advantages Dealing at Home

A number of potent arguments in favor of dealing at home in place of mail order are outlined in an ad by Andrews' Hardware, Minnedosa, as follows:

Get Into Line;
Join the Trade At Home Movement
WHY?

See the quality of goods you are buying before you hand over your good money.

Mail order houses do not give accommodation when you NEED it.

Mail order houses do NOT help support your schools, churches and hospital.

Mail order houses are drawing big interest on your money before you get your goods. That is, you are helping other communities and strangers with no returns to yourself.

Spend your cash in your home town, build up your town. When your town merchant gets all the cash business he will be able to buy his goods for cash and sell to you at lower rates.

Build up your home town and your property will advance in price whether it be town or farm lands.

Allege Discrimination in Taxes Against U.S. Firms With Canadian Branch

WHAT is said to be a weak point in the application of the excise taxes has been brought to the attention of Hardware and Metal and some interesting data secured on the subject. This point deals with an alleged discrimination against United States firms selling on the Canadian market who have established a plant in Canada either for distribution or for partial manufacture and distribution. Such manufacturers pay a 1 per cent. tax when importing from the United States, they collect another 1 per cent. when selling to the Canadian jobber and the latter collects another 1 per cent. when selling to the retailer. This makes a total of 3 per cent. in excise taxes which apply to the final cost of such an article.

On the other hand, the product of a United States manufacturer selling to the Canadian jobbers direct, and having no branch in Canada, bears 1 per cent. on importation and another 1 per cent. when being resold to the retailer, making a total of 2 per cent. on the final cost of goods coming through this channel.

In dealing with this subject, F. J. Macdonell, manager of the Victor Saw Works, Hamilton, Ont., pointed to the apparent discrimination against United States concerns who import a stock to be carried by their Canadian organization. "Take our particular case. We retain an organization in Canada and carry a stock which we import from our U. S. fctories. Our money is left in Canada. Our competitors are selling from the United States and do not carry a stock in Canada."

An official of the Canadian Fairbanks-Morse Company confirmed this condition of affairs when seen on the subject by Hardware and Metal. He pointed out that the 1 per cent. on importations was generally looked upon as part of the duty charge but it nevertheless figures in the final cost.

If the Government has no other way of overcoming this condition it is an unfortunate discrimination and a practice which if continued would tend to discourage the location of branches of U. S. firms in Canada. At the present time U. S. firms are showing an inclination to open branches in Canada in order to take advantage of the "Made in Canada" slogan, and in doing so this is a point to be considered. While perhaps the amount of money involved would not be large, nevertheless it gives an advantage to competitors from the same field who have no branch in this country.

Taken up with the Collector of Inland Revenue, Hardware and Metal was informed that this condition really existed. The Government intends no discrimination, however, and suggests that if the goods when imported are in the same finished state as when sold to the Canadian jobber they could be invoiced direct to the Canadian jobber same as other U. S. firms would do who have no distributing centre in Canada. On the other hand, if the goods are only in a semi-finished condition and are completed at the branch in Canada the Government claims it has good right to levy an extra 1 per cent. because the only way they can insure collection is to license every party who handles the goods and collect a tax at each turn.

Some question has also arisen as to the application of a 2 per cent. tax on imports if the importer has no wholesaler's or manufacturer's license. This point is borne out by the regulation which says, "Customs officers will collect the 2 per cent. sales tax unless the importer can show that he is in possession of a wholesaler's or manufacturer's license and states the number thereof. When importers have manufacturer's license, customs officers will be required to ascertain whether or not the importation is for manufacturer's plant equipment. Materials imported by manufacturers for their own use or for plant equipment are subject on importation to the sales tax of 2 per cent."

SALES TAXATION IS ON TOTAL VALUE

Sales taxes are to be computed upon the total value of any sale, merchants are now informed by regulations covering fractional sales, made public from the Department of Customs and Inland Revenue, Ottawa. Other regulations governing the sales tax, issued at the same time, are:

"Where the amount of the sales tax, thus completed, results in a figure containing a fraction of a cent, and the fraction is less than one-half cent, such fraction shall be disregarded; where the fraction is one-half cent or more it shall be treated as one cent.

"Where the amount of the tax on any sale is less than one-half cent no tax is collectable."

The above regulations are effective from Dec. 1, 1920.

Foreign Trade in Cordage, Twines and Rope is Again Developing

SOME interesting developments are taking place in the rope and cordage trade in view of the fact that countries which prior to the war exported such lines to Canada are again taking interest in the Canadian market now that conditions are suitable. Rope and twines, more especially the latter, are now being imported from England in larger quantities than for some time, though Canadian manufacturers state that the quality of such importations is not such as to render any serious competition. It is suggested that the best quality of English rope is not being sent to this country, prices being considerably lower than Canadian quotations. English jute and hemp twines are being quoted at from 25 per cent. to 40 per cent. lower than Canadian quotations.

Cotton twines and waste are being imported from the United States in increasing quantities. It is thought this may be a plan of United States firms to dump surplus stocks on this market. Though these imports are at lower prices, the Canadian product is reported to be holding its own. The volume of such trade is light in any case, at present.

Better ocean transportation facilities and easier freight rates on the ocean are probably assisting the importation of such lines from England, though during the closed season on the St. Lawrence the long railroad haul from the coast at increased freight rates will be a factor in the situation.

The following comparison of prices since 1914 reveals some interesting facts concerning the trend of prices:

	1914	Aug., 1918	Aug., 1920	Nov., 1920
Pure manila rope, lb.	15c	39c	35½c	29c
Brit. manila rope, lb.	11c	33c	31½c	26c
Sisal	10½c	27½c	24c	21½c
Cotton	24c	71½c	90c	63c

The same comparison is borne out in reports of the primary markets and indicates that the peak has been passed.

Evidence of the increasing imports of cordage, twines and rope from the United Kingdom is found in the figures showing imports amounting to $119,861 in the month of August, 1920, compared with $50,126 in the same month of 1919. Figures for the five-month period ending August for 1918, 1919 and 1920 respectively were $458,023, $478,898, $623,213. Imports of these lines from the United States, while lighter in the month of August, also show an increase for the five-month period.

HARDWARE AND METAL WINDOW CONTEST is a good way to keep your hand in.

Turkeys for Employees

Pratt & Lambert, Inc., again this year followed the custom established over twenty years ago of giving to each member of the staff—from the office boys up—a dressed turkey, the average weight of which was ten and one-half pounds.

Gradual Return to a Saner Attitude by People in Regard to Luxurious Outlays is Now Being Noticed by Banking Heads

Discussion of Business Conditions and Outlook By Managers of Big Canadian Banks Indicates That Signs of a Return to Something Nearer Normal Are Not Lacking—Money Is Said to Be Tighter in U.S.A. Than in Canada—No Reason for Pessimism

THERE is so much uncertainty about business conditions at the present time, and hardwaremen, like every other class of businessmen, are so completely at sea that anything that tends to throw light on the situation is acceptable. "Keep close to your banker" is advice that has been handed out in these columns before, and it is a policy that is being followed now by many merchants. In view of the fact that the bank manager is—or should be—better versed in these matters than perhaps any other man in the community, the following views on the business outlook, as collected by The Sun-Times of Owen Sound, Ont., should be interesting:

Public Is Holding Back

J. A. Simpson, manager of the Merchants' Bank: "Speaking of Canadian conditions, these can only be considered here in the most general aspect. We have been favored east and west this year with larger crops of all kinds than in recent years and that fact at first thought inspires hopefulness for the future. But one is reminded that to obtain the fullest benefit, we should export all the grain we do not require for our own use, and the present adverse rates of exchange, high transportation charges and insurance rates minimize to an important degree the advantages to the country at large which in normal times would have accrued to our farmers through the enormous volume of their crops. Until there is a clearance of the outlook in these matters, money will be tight, as the saying is, and banks will continue to exercise the utmost care, discretion and good judgment in the conduct of the Dominion's legitimate activities. There is already in our large centres much unemployment due to various, obvious reasons, chief of which perhaps is the downward trend of various commodities, the holding back by the public of purchases other than their actual daily needs in the hope of still further lessening in prices of necessities. There is also to be noted a gradual return to a saner attitude by the people in regard to luxurious expenditures. Probably our chief hope of an early return to more natural conditions is the exercise of the strictest economy and therefore the ability to lay by money against the time when a dollar will be worth one hundred cents instead of the present fifty cents."

E. A. Batchellor, manager of the Royal Bank: "The present tightness of money is a logical aftermath of the war aggravated to a certain degree by the banks being called upon to finance one of the largest crops on record. The basic condition of Canada is undoubtedly sound and there is no apparent reason for pessimism although business in some lines at the present time is somewhat depressed, and it is quite natural that after a lengthy period of inflation, prices of all commodities should seek a lower level. In the meantime, until the readjustment period is over, and business is again normal, it is the duty of every citizen to be loyal to his country and purchase in so far as is in his power only goods made in Canada."

R. P. Findlay, manager of the Canadian Bank of Commerce: "The 1920 crop has a very much greater value than any other previous crop and it is consequently taking a very much greater volume of bank funds to market than usual, leaving a shortage for some other less important purposes. When the crop movement is completed we can no doubt look for more money for other purposes. While money is somewhat tight at the present time, the banks are, I think, looking after the requirements of their customers for legitimate commercial purposes. It seems to me from all accounts that we are much more fortunate than our friends across the line, where money is much tighter and rates considerably higher than here. Bank rates in practically every country in the world have greatly increased during the past six years, while there has only been a slight increase in bank rates in Canada, even though there has been a tremendous increase in our cost of doing business, and I think this is a great compliment to the Canadian banking system. The financial affairs of the country are in practically the same capable hands that guided us through the period of war and it seems to me we can have confidence that they will safely guide us through the period of readjustment."

One of the most effective salesmen in your organization is your window—show how you use it in HARDWARE AND METAL XMAS WINDOW CONTEST.

Banks' Policy Changed

R. B. Towriss, manager of the Union Bank: "There is every indication that the period of financial readjustment has commenced. Conditions are such as to have changed the policy of bankers generally in relation to the granting of credits and there is every likelihood of a gradual tightening in the money market. The reduction in prices in so far as the consumer is concerned has been very slight, yet there seems little doubt that we have passed the peak and that we may look forward to a considerable, if uneven, scaling downward; as yet the factors that have been forcing a reduction in prices have not been of a fundamental character. While there has been a gratifyingly good harvest throughout the country we have not gone far toward a general increase in output, and still less toward the general deflation in currency. These can alone give a permanently lower price level. The time is fully ripe for the practice of rigid economy on the part of all our people."

Newfoundland to Be Large Copper Producer

Th report of the specialist appointed by the Government of Newfoundland to inquire into the mineral wealth of the island confirms the existence of valuable metalliferous deposits.

Considerable importance is attached to the molybdenite deposits on the coast which at present are practically unworked. There appears to be abundance of copper ore in the island and in the report it is stated that the Little Bay mine promises to be "one of the biggest copper-producing mines on the Western Continent." Lead ore is also present in quantities. Chrome ore is also found in quantities, running to 55 per cent. chrome oxide. Manganese is present in considerable quantities near Concepcion Bay, and the great manganese belt near Placentia is from 200 to 300 miles in extent. Of the known extensive deposits of magnetite, limonite and hematite, only those on Bell Island have as yet been really developed.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations.

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

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SATURDAY, DECEMBER 4, 1920

THE PASSING of a large number of prominent men in the hardware and metal trade during the past few months is a much regretted matter which has been widely commented upon.

* * *

A NUMBER of important recommendations made to the Ontario Government by the special committee investigating power conditions in the province, would, if carried out, help in extending the benefits of electricity through the rural districts.

* * *

WHAT is possibly one of the most important steps toward lower price levels in hardware lines is the substantial reduction made this week in paint prices, this reduction ranging from about 6 per cent. on second quality and flat wall paint to 7 per cent. on inside floor paint and 9 per cent. on first quality and porch paint.

* * *

IT IS interesting to note that without minimizing the seriousness of general conditions, bankers hold that any fear of panic is now absurd. The hardware trade seems somewhat favored under present circumstances as collections indicate that this trade is well able to meet its obligations. Failures, too, while heavy in some lines of trade, are a thing practically unknown as far as the hardware trade is concerned.

* * *

SOME idea of what may be the final settling point of commodity prices at which buying will again commence in earnest may be had from the statement of the head of one of Canada's largest banking institutions, to the effect that taking pre-war prices at 100, prices would probably settle at approximately 175. Some products have already declined to this level, others to lower levels. In the latter case it was thought that there might be some firming up later to about the level mentioned.

Canadian Steel Orders Are Domestic Trade

DEVELOPMENTS are coming rapidly in the iron and steel trades. Those who watch the market closely believe there are signs of a runaway if things are not held in check. The latest announcement of the corporation concerns placing Canadian business, which was formerly export trade, on a domestic basis at more favorable prices.

It means that there will have to be considerable readjustment in order to protect the business already on the books of the corporation, and some of it has been waiting there for a year now. Where a definite price has been given on a contract, it is not considered necessary to make allowance, but where material is bought for warehousing, or where the sale of the product depends on current quotations, there will probably be a transfer of the business from the old figure to the new. At least that is the expectation in the Canadian market.

One Optimist in Business

THE remarks uttered by Lord Leverhulme at the recent opening of the extension of the Toronto plant come as a tonic at this particular time. So many men are preaching hard times, bad outlook, country going to the dogs, etc., that to hear a man who refuses to believe anything of the kind is refreshing. When this man is a practical, successful business man, who can back up his ideas with his money, and is doing so, his opinions are entitled to a hearing. Lord Leverhulme thinks that it would be a backward step to lower wages at the present time, and he is undoubtedly right in the main. To lower wages at the same time that the cost of living is about to be lowered brings the whole situation back to where it was when costs and wages were at their highest. It comes back to the old story, as the speaker emphasized strongly, that maximum production will support itself, by creating a demand, and giving a high wage to those engaged in industry. Of course maximum production depends entirely on the attitude of labor, and in this connection it is noted by some observers that in some shops where men have been laid off, the production of those remaining shows a very favorable increase. The orgy of extravagance, high living, and a false standard generally is passing away, and it is a good thing for us that it is. That there will inevitably be some distress before times are normal again is also, unfortunately, true. If employers generally are imbued with some of the spirit of Lord Leverhulme, and employees willing to live up to their part of the contract, there will be the minimum of distress, and the speediest readjustment.

Return of Salesmanship

MARKET conditions have made necessary a complete change in the methods of selling in most retail stores. Everyone remembers the time before the war when a salesman, retail or otherwise, was judged according to his true ability. Then came a period of affluence when money was spent with little regard for value. Merchandise of all kinds was in great demand, manufacturers could not fill orders without delay. Needless to say, values of many lines became greatly inflated and little salesmanship was necessary. Then followed the inevitable period of readjustment; such conditions could not hope to continue. To-day it is a buyer's market. Conditions call for the best efforts of salesmanship, where formerly demand was such that little selling ability was required. The salesman now comes back into his own. Personal salesmanship will be appreciated as never before. The personal counsel of the reliable, conscientious and well-informed salesman was never so valuable as at present. Likewise other selling elements, such as advertising and other promotion work will come back into their own. The necessity for them will be more keenly felt, while the necessity for both their efficiency and economy will bring their every detail under the microscope for adjustment to present and coming conditions. The return to renewed recognition of true salesmanship should be welcomed by every progressive dealer.

Statesmanship in Business is Now Required

POINTING out that there can be statesmanship in business and that this is a quality which is much to be desired under present conditions, an article in Forbes, says: "That man is a business statesman who displays unusual breadth of vision; who exercises great foresight; who possesses keen, mature judgment; who knows how to handle both men and affairs; who has backbone, yet knows when to compromise; who can distinguish between stick-to-it-iveness and stubbornness; who is fortified by innate self-confidence, but not weakened by vain conceit; who inspires loyalty by outstanding qualities of leadership.

The business statesman is big and broad, ripe in knowledge, rich in experience.

The work he does to-day is designed to fit into the plans he is maturing for to-morrow.

He will, if need arise, sacrifice a present profit for a future advantage.

He is not swayed by superficialities, but analyzes fundamentals.

He does not lose his head; he makes a point of always maintaining his poise.

He courts the views of others, but forms his own conclusions—and sticks to them until events prove him wrong, but no longer. The late James Stillman, upbuilder of the largest bank in America, once remarked to me: "Sabin will go far. He is not only able, but when he makes a mistake he is not, like most of the others, too pigheaded to admit it. He is willing to acknowledge it and to rectify it." The trust company of which Mr. Sabin is president is the largest in the world.

The Business Statesman Rarely is a Recluse

He learns much by mingling with other men of ability and encouraging them to open their minds.

He studies human nature as closely as he studies the markets of the materials in which he is interested.

Though often conscious of masterliness within, he is careful not display it—except on extreme occasions when it becomes necessary for him to assert himself and his decisions.

He rules by moral suasion rather than by brute force.

E. H. Harriman is quoted by Otto H. Kahn as having declared, on the occasion of his election to the New York Central directorate, whose members were unfriendly to him: "All the opportunity I ask is to be one among fifteen men around a table."

There is no patent medicine that can transform a mediocre business man into a business statesman.

Many men masquerade as supermen who are in reality little, lightweight fellows.

Strutting doesn't beget statesmanship.

Posing is not a substitute for profundity.

"Dignity" cannot take the place of superior ability.

Pride nearly always betokens puniness.

Statesmanship is not an outward, but an inward, quality, or, rather, a mixture of qualities.

The qualities that flower into statesmanship are commonly the product of much and long painstaking effort, diligently directed.

Statesmanship is not quackery. A politician may be a quack; a statesman, never.

Business Statesmen are Made, not Born

Almost any man who applies himself early enough and earnestly enough can, under proper guidance, acquire at least some measure of business statesmanship.

Theodore N. Vail became a brilliant business statesman because he saturated himself with knowledge of the telephone business, acquired and exercised wonderful vision of its potentialities, grasped the importance of placating and getting on with rivals as well as the public, and exhibited such judgment that others willingly accepted him as a leader.

H. P. Davidson is a conspicuous example of the financial statesman — thoroughly grounded in both the theory and practice of banking, broad-gauge, diplomatic, enterprising, ambitious, forward-looking, an organizer alike of business projects and of men, as witness his Red Cross achievements during the war and his subsequent organization of the world-wide League of Red Cross Societies.

James J. Hill was a railway statesman. His thoughts were cast in large molds and his activities were correspondingly large-scale.

These and many other men of conspicuous achievement rose to the level of statesmanship not by one lucky stroke, not by one brilliant inspiration, but by well directed, persistent, ceaseless effort, their eyes constantly on their goal and all their waking moments devoted to carrying them towards it.

To attain the calibre of a business statesman practise sustained thought, master basic principles, study all of the past that has any bearing upon the present or the future of your business, analyze conditions, learn the workings of the human mind, reflect much, look ahead, plan for the future, but always without forgetting that the fruits of the future depend on what you sow to-day.

Won War By Smoking Pipe

Marshall Foch, when asked how he won the war, said: "When a man of ordinary capacity concentrates all of his faculties and all of his abilities upon one end, and works without diverging, he ought to be successful. He ought not to get lost in passing impressions. Facts alone count, and he ought to devote himself to facts. . . . How did I win the war? I did it by smoking my pipe. I mean to say in not getting excited, in reducing everything to its essential, in avoiding useless emotions, in concentrating all my strength on my job."

Early dig into all details; then, as soon as possible, delegate them to others.

Organize your work.

Do nothing understudies can do efficiently for you.

Don't lose either your patience or your temper.

Be tolerant.

Demand much of yourself but don't expect so much from others.

Don't be a weather-vane.

Have ballast.

Continued on page 50

"Hardware and Metal Christmas Window Contest"

Rules Governing the Christmas Window Contest



Eight prizes will be offered by **Hardware and Metal** for the best window displays of Christmas lines as arranged for this year's trade by hardware merchants or clerks.

The contest is open to anyone engaged in the retail hardware business in Canada and the displays will be given a fair and authoritative judgment.

The essential point to keep in mind is that the display will be judged on its effectiveness as a business puller. Many points outlined in past issues of Hardware and Metal as to most effective window trims should be kept in mind in arranging the contest display. Attractiveness without effectiveness is of little use in a window trim.

Arrange a window which will, literally, draw the passers-by right into your store, then send a photo of it to be entered in the contest.

THE EIGHT CASH PRIZES

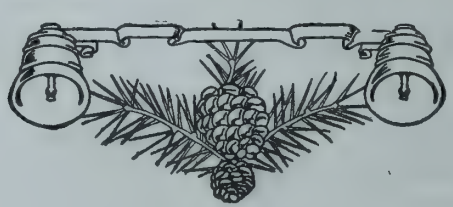
Places under 5,000		Places 5,000 and over	
First prize	$10.00	First prize	$10.00
Second prize	5.00	Second prize	5.00
Third prize	3.00	Third prize	3.00
Fourth prize	2.00	Fourth prize	2.00

Dealers in small communities have just as much chance under this arrangement as those in larger districts. Getting selling ideas into the display is what counts.

The contest closes on Saturday, January 1. Photos received after that date will not be entered unless there is proof that they have been delayed in transit.

All matter must be addressed to The Editor, Hardware and Metal, 143 University Avenue, Toronto, and marked "For Christmas Window Contest."

Don't overlook the prizes and the honor of winning one.



"Hardware and Metal Christmas Window Contest"

What Gift is Most Suitable for the Price?



THIS is the question which many shoppers are now asking as they plan the purchase of Christmas gifts for the various members of the family. Everyone knows what a great deal of consideration is necessary to solve this problem of securing the most acceptable gift within the purchaser's means.

The store windows have come to be looked upon as containing valuable suggestions to such Christmas shoppers and the hardware dealer who enjoys a good share of Christmas gift trade is the one who uses his windows to best advantage at this time. The window should contain a wide range of articles suitable as gifts for the various members of the family and embracing, if space permits, a number of suggestions for each at different prices. Price tickets may also be used to advantage and any other means employed to attract attention. And remember that

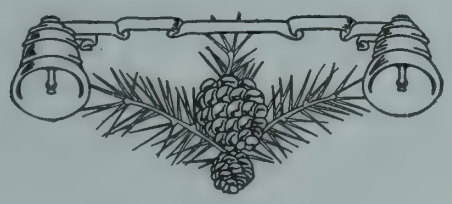
Xmas Shoppers Start Early

so do not delay any longer the arranging of that Christmas display.

Your customers have been warned at every turn for many years to "do the Christmas shopping early," so they will be expecting you to be on the job early with suggestions and displays of suitable lines.

If you are one of the merchants who is already busy on this trade do not be too busy to think of sending in a photograph of your best display as an entry in the HARDWARE AND METAL CHRISTMAS WINDOW CONTEST as outlined on the other page. If you are just now planning the display make a note to have a picture taken at the first opportunity.

You have as good a chance as anyone of winning a prize and securing the honor of being acclaimed a prize winner in this important contest.



News of Western Canada

Western Automotive Equnpment Show

First Automotive Equipment Show in Western Canada to Be Held in Winnipeg During Bonspiel Week—Hardware Stores Prominent Among Western Dealers in Auto Accessories.

WINNIPEG, Man.—An organization has been completed which will assure for Western Canada an automotive equipment show which is expected to be a big help to the sale of such lines in this country. The officials have secured the Board of Trade Building for the last week in Winnipeg Bonspiel (February 14-19), at which time cheap railway rates will be in effect and Winnipeg will be en fete. When advised of the action contemplated, the firms interested responded enthusiastically and the slogan will be "Give Us a Chance to Show You!"

Every dealer in automotive equipment who stops to consider that there are in the three western provinces (Manitoba, Saskatchewan and Alberta) practically 4,000 dealers handling automotive equipment, will easily see the advantage of getting together, comparing notes, exchanging ideas, seeing all the new goods on exhibit. Experts from a great number of different manufacturers will be on hand to thoroughly explain how best to handle their lines. Extra attractions are already planned for Winnipeg during Show Week.

The following committees were chosen:

General chairman, E. W. Hamilton; vice chairmen, Jos. St. Mars. I. T. Peacock, Albert Head, O. F. Lightcap, A. Dobbs; secretary, W. L. Williams; committee chairmen: Finance, E. F. Hutchings, Jr.; Exhibit, W. Clay; Decoration, J. Brennan; Entertainment, D. A. Ferguson; Audit, Harry Lewis; Advertising and Publicity, H. B. Carbray, Wood-Vallance, Ltd.

The committee report that all manufacturers or others who are interested in making an exhibit may obtain a copy of the floor plan and all information as to size of space, charges, etc., by writing Mr. W. L. Williams, care of The Western Canada Automotive Equipment Show, Stovel Building, Winnipeg, Man.

Western Notes

Winnipeg.—Wood, Vallance, Limited, Winnipeg, will start their annual Salesmen's Convention December 13th. A large programme has been mapped out. Several representatives from Eastern Canada and the United States will be in attendance and address the convention.

* * *

Winnipeg. — Gus Ward, captain of Wood, Vallance, Limited, bowling team, holds three records so far in the Merchants' League, viz., single high score with handicap, single high score without handicap, and high three-game score.

* * *

Winnipeg.—Frank Brady, of W. A. Brady & Son, Reston, was a recent visitor to Winnipeg. He is looking forward to a good brisk Christmas trade.

* * *

Leader, Sask.—H. Quittenbaum announces his early retirement from the hardware business, continuing other trades.

* * *

Dauphin, Man.—The Dauphin Hardware Co. has ben absorbed by the Sutherland Stelck, Ltd., and the stock moved to the new store of the latter company.

* * *

Winnipeg.—L. C. Stephens, of G. F. Stephens Company, Limited, Winnipeg, is attending the Paint Association meeting being held in Toronto.

Shortage of Fuel Oil in Vancouver

Vancouver, B.C.—Consumers of fuel oil in Vancouver were notified this month that the Imperial Oil Co.'s sources of supply would soon be cut off and that there is no hope of securing more oil until the first of June, 1921, when two tank steamers, now building, will be ready to carry oil from the Mexican fields to Vancouver. The company announced that, after December 31, 1920, all delivery wagons and tank cars will be withdrawn.

The lack of fuel oil may force many of Vancouver's modern office buildings and apartment houses to convert their heating plants to the use of coal; and as most of these heating plants were not constructed with such conversion in mind at the time of installation, this announcement is likely to cost local consumers thousands of dollars.

It is estimated that the withdrawal of the Imperial Oil Co. from the field will necessitate an increase in the production and distribution of coal in Vancouver to the extent of 3,000 tons per month.

Alberta Auto Licenses

Edmonton.—Provincial Deputy Secretary Trowbridge announces that the total number of auto licenses sold this year is 38.050, as compared with 34,000 last year. It was thought three months ago that the annual issue would reach the even 40,000 mark before the end of the present year, but the drop in grain prices is held as accountable for the slackening of auto purchasing during the fall.

American Concerns Coming to Canada

A representative of the Department of Industries, who has just returned from a business trip through several American cities in connection with securing industries for location in Toronto, states that from thirty to forty large American concerns are on the verge of taking up propositions. The spring, he predicted, will see a large influx of American capital for taking up land and the establishing of branch industries throughout Ontario.

In spite of the existing depression in motor sales, he stated that executive heads of motor industries are extremely optimistic, and some of the larger concerns which have been closed down have started manufacturing again.

"American manufacturers are realizing the far-reaching effect of our 'made-in-Canada' compaign," said the commissioner. "Some are frankly stating that their only reason for attempting to locate here is the advantage of being able to advertise under the 'made-in-Canada' label."

Beaver Board Factory Temporarily Closed

Thorold.—Following an order from Buffalo, the beaver board factory has closed down temporarily. This is one of the main industries of the town, and employs close to 800 men. No explanation was vouchsafed. The plant had been running almost up to capacity right up to the time of hanging out the bulletin informing the employees of the cessation of operations.

To Help You Dress the Christmas Window



Toys, games, electrical goods, kitchen utensils, arranged in a Christmas display with a background representing the sun rising on "a better day," sending forth its rays of prosperity, industry, harmony, peace and liberty. This window won second prize for places under 5,000 population in the Hardware and Metal 1919 Christmas Window Contest.



A wide range of suitable gift lines for every member of the family. Each article is plainly price-marked to help the Christmas shopper in deciding the best gift with the required price range. This display by Barton & Fisher, Port Arthur, Ont., won third prize for places over 5,000 population in the Hardware and Metal 1919 Christmas Window Contest.

Events in the Trade

Business Changes

Montreal, Que.—Racicot Massicotte & Co., hardware, have dissolved partnership.

New Firms

Toronto.—Alf. Esplen has opened a business in a store at 686 St. Clair Avenue.

Kitchener, Ont.—Fred Elliott is open for business at 56 Queen Street South, Kitchener.

Fire Loss

Toronto.—Fire from a defective motor caused $2,000 damage to the leather goods factory of A. R. Clarke & Co., 663 Eastern Avenue.

Incorporations

Baymac Tire & Rubber Company, Ltd. Incorporators: Jas. Cornelius Macgrath, manufacturer; Thomas Reginald Sloan, barrister-at-law, both of Hamilton, Ont., and others. Capital $150,000, divided into 15,000 shares of $10 each. Chief place of business, Grimsby.

Canada Copper Corporation, Limited. Incorporators: William Symon Morlock, Sydney Ellis Wedd and Roy Beverley Whitehead, solicitors, and others—all of Toronto. Capital $10,000,000, divided into 2,000,000 shares of $5 each. Chief place of business, Toronto.

Waltham Grinding Wheel Company of Canada, Limited. Incorporators: James Chisholm, Thomas Baker McQuesten and Norman Roy Robertson, barristers-at-law, and others—all of Hamilton. Capital $200,000, divided into 2,000 shares of $100 each. Head office, Brantford.

Sarnia Cement Products, Limited, Incorporators: Walter Dickson Reid and George Ross McGee, manufacturers, and others. Capital $100,000, divided into 1,000 shares of $100 each. Head office. Point Edward.

The Interlocking Cord Tire & Belt Co., Ltd. Incorporators: Robert Cleugh Le Vesconte, barrister-at-law, and others—all of Toronto. Capital $1,500,000, divided into 15,000 shares of $100 each. Head office, Toronto.

Enlarge Whitby Plants

Whitby.—Samuel Trees & Company have commenced work on a large addition to the factory here, which, when completed will almost double the number of men employed by that industry. The Hatch Manufacturing Company, makers of sanitary hardware, are also enlarging their plant.

Western Ontario News

Robert Jones, for many year manager of the branch of Berry Bros., Ltd., at Walkerville, Ont., is retiring from that position and will call on the trade in the Border district.

* * *

Moise Allard, general merchant at Loiselleville, Ont., is putting in a stock of hardware and plans to increase it if business develops as he anticipates.

* * *

Robert J. Drysdale, who has been seriously ill at his home in Hensall with pneumonia, is much improved.

* * *

At the annual meeting of the Seaforth Curling Club at Seaforth, Ont., G. A. Sills, hardware merchant, was elected as one of the skips for the coming season in connection with a series of weekly bonspiels which are planned.

* * *

W. H. Richardson, hardware merchant at Essex, Ont., has been holding a most successful demonstration in stoves, featuring particularly the baking and cooking qualities of the stoves he handles and also emphasizing their adaptability for wood or coal. Owing to the generally unsatisfactory situation at Essex in regard to natural gas there has been an unusual demand for stoves this season.

* * *

The O'Dell Hardware Co., of London, Ont., has a very attractive window display this week of aluminum ware. A wide range of merchandise is shown and the window carries a real appeal to housewives and especially to farmers' wives. Mr. O'Dell reports that his sales of aluminum ware have been most satisfactory.

* * *

The Canadian Oil Co., of London, Ont., has commenced work on a new service station in South London to cost $8,000 and is preparing plans for a larger one in a central location down town.

* * *

At the annual meeting of Tillsonburg bowlers on Tuesday evening, C. W. Conn was elected treasurer for the coming year.

* * *

Dent Bros., hardware merchants at Bothwell, and J. G. Crosby, hardware merchant at Highgate, Ont., showed their interest in the big annual plowing match held at Moraviantown on Saturday by donating a number of special prizes.

Ratepayers of Listowel, Ont., on Monday carried a by-law providing for a loan for a company being organized to manufacture steel disc wheels for automobiles and auto supplies.

* * *

J. H. Slater, hardware merchant at Ridgetown, Ont., is making a big drive for the trade of the early Christmas shoppers and in his advertising copy, store and window displays is featuring merchandise carrying a special appeal for gift hunters.

* * *

At the annual meeting of Kent Masonic Lodge, Blenheim, P. S. Shillington was elected treasurer and A. G. Shillington, auditor.

* * *

A combination window display this week by the Cowan Hardware Co., at London, is attracting considerable attention and considerable business. It consists of a display of cutlery attractively arranged at one side of the window while at the other is a miniature lighthouse surrounded with a splendid display of flashlights. In an adjoining show window the firm has a very attractive showing of electric lamps, silverware and cut glass. Manager Thomas Jones stated to Hardware and Metal that business has been most satisfactory and he is looking for a splendid Christmas trade.

* * *

A. G. Morris, manager of the Canadian Oil Company's plant at London, Ont., is in Toronto this week attending a meeting of the district managers.

Personal

Montreal.—Mr. Archie MacFarlane, of A. MacFarlane & Co., Montreal, is on an extended business trip throughout the North-West.

Will Extend Line of Products

Toronto.—Louis McLain Co., Ltd., manufacturers of aluminum cooking utensils, anticipate branching out into new lines of aluminumware when they move into their new plant in a short time.

Canadian Oil Co. Holds Meeting

Toronto.—The Canadian Oil Co., Ltd., held a meeting this week at the King Edward Hotel of their branch managers from all over Canada.

J. C. Innes, of the Canadian Oil Co., has just returned from a business trip through Western Canada.

F. W. Karn Moves to New Stand New Industry for Welland

Woodstock, Ont.—Fred W. Karn, hardware merchant, has moved his store to 415 Dundas Street. In an advertisement dealing with the occasion, an invitation was extended to all citizens to visit the store. The management hope to have one of the finest hardware stores in Western Ontario when completed.

Pratt & Lambert Man Awarded Distinguished Service Cross

The distinguished service cross has been awarded by the President of the United States to Major Walter Gresham Andrews of the Machine Gun Company, 107th Infantry, for extraordinary heroism in action near Vendhuile, France, September 29 and 30, 1918, during the World War. Major Andrews is the son of Wm. H. Andrews, chairman of the board, Pratt & Lambert, Inc.

Shortly after his return from overseas in the spring of 1919, Major Andrews became superintendent of Pratt & Lambert's Bridgeport, Ontario, plant. He is also a member of the board of directors.

Important Resolutions Passed

Resolutions of far-reaching importance to the development of the commercial and manufacturing interests of Ontario in particular and the Dominion in general were passed by the Ontario Association of Boards of Trade and Chambers of Commerce at their seventh annual meeting in Belleville, Ont.

One of the most important resolutions dealt with was that introduced by Mr. G. C. Coppley, representing the Hamilton Chamber of Commerce, which urged the Dominion and Provincial Governments to organize an education and publicity campaign urging the people of Canada to buy Canadian-made goods and to support Canadian industries, and requesting also that the Government, in making departmental purchases, give the preference to made-in-Canada goods.

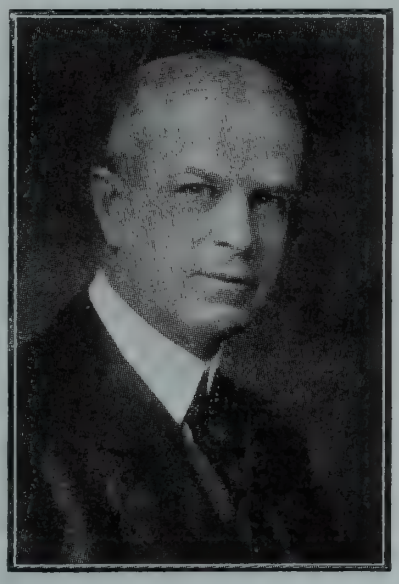
It was necessary, Mr. Coppley contended, to put our own house in order and to keep first the people of Canada employed. The resolution had the enthusiastic support of the whole meeting, several speaking to it and all voicing the opinion that enough attention in the past had not been given to made-in-Canada goods. The resolution was passed without a dissenting voice.

Small Rifle for Boy Scouts

Ottawa.—Canadian Boy Scouts will hereafter be supplied with .22 calibre rifles instead of the customary militia .303 calibre rifle which has formerly been issued to the scouts. The commissioners, in session here, claimed that the army rifle is too heavy and too powerful for boys to use.

Sad Coincident Links Death of Two Dominion Steel & Iron Co. Officials

MONTREAL—A sad coincidence is connected with the death of two prominent figures in the hardware and metal trade, both of the staff of the same company, wherein R. B. Coulson who had just returned to Montreal, from Brockville, Ont., where he had gone to attend the burial of the late J. P. McNaughton, general sales agent of the Dominion Iron and Steel Company, was stricken with apoplexy on a street car and died almost immediately. "Bob" Coulson was well known to the hardware trade, having travelled from coast to coast. About 1886 he came to Montreal and travelled for Benny MacPherson & Co. Later he became connected with the Dominion Wire Mfg. Co., and in 1910 severed his connection to become sales agent for the Dominion Iron & Steel Co., Ltd., handling the wire products of this company.



LATE J. P. McNAUGHTON

General sales agent of the Dominion Iron & Steel Co., Ltd., whose funeral in Brockville was attended by Mr. Coulson a few hours prior to his death.

Mr. Coulson is also remembered as a sportsman, and played lacrosse with the Toronto Lacrosse Club; later when he went to Montreal he joined the Montreal Lacrosse Club. He was always keenly interested in sports and was the donor of the silver cup presented for competition in the Montreal Wholesale Hardware Hockey League.

The remains were taken to Guelph, Ont., to be interred in the family plot.

Late J. P. McNaughton

The late James Percy McNaughton, whose funeral, Mr. Coulson, in company with W. A. Doig, had attended, was born in Ottawa in 1867. He commenced business with the Drummond McCall & Co. and later became a partner with F. M. Lamplough under the firm name of Lamplough & McNaughton. About 18 years ago he was appointed assistant general sales agent of the Dominion Iron & Steel Co., Limited, and in 1905 became general sales agent. He always took a broad view of the trade situation and showed marked foresight and exceptional ability in the marketing of the products of his company.

An Appreciation

An appreciation of these two officials from Colonel Robert Starke, president of the Canadian Wholesale Hardware Association, follows:—

McNaughton-Coulson

"Father Time has been rather unkind and with severe suddenness called to their last long home within a few hours of each other Percy McNaughton and Robert Coulson. Percy and Bob, as their friends were want to call them, in their younger boyhood days were chums of the writer; both were of fine physique and of honest, manly spirit, well known in aquatic and field events; both in later life commanding the respect and admiration of their business associates, serving and giving all their best to the corporation they were connected with.

It is with genuine sorrow and regret that we have bid them good-bye on their long journey. May we at this time offer to their bereaved families our deepest and loving sympathy in their great sorrow."

Robert Starke.



LATE R. B. COULSON

Sales agent for the Dominion Iron & Steel Co., Ltd., in Montreal, who died following an attack of apoplexy on a street car.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

WESTERN HERO STOVE

J. W. Richardson, North Bay, Ont.—Will you kindly tell us who manufactures the Western Hero Stove?

Answer.—Clare Bros. Co., Ltd., Preston, Ont.

* * *

REPAIRS FOR COPP STOVES

Patterson & Park, Dummer, Sask.—Kindly advise us where we can obtain repairs for the Copp stoves?

Answer.—The Ora Iron Works, Fort William, Ont., have taken over stoves formerly made by Copp Bros. and can supply repairs.

McIntyre & Taylor, Ltd., 501 Queen St. W., Toronto, can supply repairs for some of the Copp stoves.

* * *

FIRELESS COOKERS

Norfolk & Rochester Hardware Co., Haileybury, Ont.—Kindly give us the names of some fireless cooker manufacturers?

Answer.—The Fireless Cooker Co., of Canada, Hull, Que.; Aluminum Mfg. Co., Manitowoc, Wis.; National Enamelling & Stamping Co., 411 Fifth Ave., New York City, U.S.A.; Diller Mfg. Co., Bluffton, O.; Durham Mfg. Co., Muncie, Ind.; Toledo Cooker Co., Toledo, Ohio.

* * *

UNIVERSAL FAVORITE STOVE

J. Lucien Rosseau, Trois Rivieres, Que.—Please say who manufactures the Universal Favorite No. 369?

Answer.—Findlay Bros., Ltd., Carleton Place, Ont.

* * *

MAXIM SILENCERS

C. P. Moore, Ltd., Sydney.—Could you give us the name of the manufacturer of the Maxim Silencer for rifles?

Answer.—The Maxim Silencer Co., Hartford, Conn.

* * *

ADVERTISING GUARANTEES ON SILVERWARE

Editor, Hardware and Metal:—Please advise as to the regulations in regard to advertising guarantees on silverware. Is it illegal to publish a guarantee for any stated length of time on such goods?

F. R. K.

Answer:—Section 14 of the Gold and Silver Marking Act says "Everyone is guilty who prints, causes to be printed, issues, publishes or otherwise makes use of, any printed or written matter of the nature of an advertisement guaranteeing or purporting to guarantee, or inducing or tending to induce a belief that the gold or silver with which an article is plated will wear or last for any time whether specified or not."

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

'SAN-O-LA' BATH ROOM WARE

We have received a new catalog "E" from the Art Brass Co., Inc., 299 E, 134th St., New York City. The catalog which is well got up fully illustrates the wide range of bath room fixtures and accessories manufactured by this firm both in the nickel plated brass goods and in the opal and pure white enamel finish.

The lines manufactured and listed include everything necessary for the bathroom except the bath and basin. All goods made by the firm are warranted perfect or will be replaced.

A feature is made of one piece brass castings combining strength with beauty of design.

A special point is made of the display cabinets mounted with assortment and dealer helps.

A copy of catalog can be had on request.

ROOF FLASHING HANDBOOK

We have received from the Barrett Mfg. Co., of Montreal, Toronto, Winnipeg, etc., a copy of a new booklet entitled Roof Flashing Handbook, Details and Specifications.

In an introductory to the book the Barrett Mfg. Co. say: "Years ago the Barrett Company brought out the Barrett Specification for flat roofs for permanent buildings and the result simplified and standardized roofing practice to an extent that was not foreseen at the time."

The same engineering skill, they say, has been applied to solving another roofing problem—that of providing reliable standard flashings.

The result is described in the book and the company state that architects and engineers can now specify these flashings with every confidence.

Some of the advantages claimed for Barrett flashings are: They provide amply for expansion and contraction; their elasticity takes care of settlement or shrinking; all joints watertight under every weather condition; will not pull away from roof or wall; are practical and easy to install; are adaptable to every complex wall construction; are durable and require no maintenance or repair; eliminate division of responsibility between contractors; and are moderate in cost.

The flashing blocks are 8 inches long, 5 inches high and 4 inches wide. Internal and external blocks are provided for wall corners.

The metal flashing form is manufactured of galvanized iron in 8-foot lengths. Barret flashing strips are put up in standard widths of 12 inches in rolls of 50 feet. From 125 to 150 pounds of Barrett's Elastigum are required for every 100 lineal feet of flashing.

The book is fully illustrated, shows method of applying and blue print drawings illustrate the methods of taking care of typical situations.

A copy should be secured by all interested in roofing problems.

Trade Enquiries

Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.

2455. **Iron, steel.**—A Canadian business man, who is representing an important Canadian manufacturing enterprise in the United Kingdom, would be glad to undertake a few additional Canadian agencies, more especially anything relating to iron and steel.

2456. **Fencing materials.**—A Pretoria firm dealing in galvanized iron, wire netting, wires all kinds, wire goods, and iron and steel fencing material, request price lists, catalogues, and when possible samples.

2547. **Washboards. —** A Johannesburg firm of importers request catalogues and price lists on washboards.

2458. Fencing material.—A Johannesburg firm of importers making a specialty of iron and steel fencing material request correspondence from Canadian manufacturers prepared for regular export.

2459. **Baling wire.**—A Liverpool firm ask for quotations on baling wire, 9-feet lengths, 14 gauge and looped one end.

2472-2473. **Iron and steel, hardware, tools, household utensils.**—Two South African firms—one in Port Elizabeth, the other in East London—make requests for catalogues of any of the above or kindred lines from Canadian manufacturers prepared for regular deliveries.

2474. **Manufacturers' agent.**—A Johannesburg manufacturers' agent, covering all centres of the Union, is prepared to consider agencies in all lines for the wholesale hardware trade, with the exception of shovels, spades, enamelled ware, saws, drills and hammers.

STATESMANSHIP IN BUSINESS

(Continued from page 43)

Let your work measure up to your faith.

At a time like this when the business seas are swirling and thick with the spray of white-capped breakers, statesmanship is peculiarly necessary to ultimate success.

On the surface, everything is going wrong.

Yet the truth is that almost every fundamental current is moving in the right direction.

Those who are easily thrown off their balance will fall.

Those who keep their heads, those who have exercised foresight and made their plans in consonance with what all clear-headed students of conditions saw was bound to come, those who have acted conservatively while others have been swept off their feet by a prosperity that was three parts artificial — such men, business statesmen, will come through the present ordeal without disaster and will contrive to turn the misfortunes of the imprudent to the advantage of their own affairs.

We are in the midst of a testing-time.

The man who has attained the calibre of business statesman will come through it stronger than ever, for he will look, plan and act ahead of the rank and file.

Statesmen have courage.

Now is the moment to act courageously, not cowardly.

Decline in Customs Duties

Toronto.—A decline in duties collected during November, 1920, at the port of Toronto of $877,085 as compared with the same month of 1919 is announced by Collector J. H. Bertram. The collections for the last month, including sales and excise taxes, were $2,836,205.

Mr. Bertram gives three reasons for the sudden decline in revenue — lower values, a drop in imports, and the removal of the special war tax which remained until a year ago.

The revenue collected during November was a drop of $617,392 from the collections of the preceding month, which amounted to $3,453,597.

Show your employer you are efficient at window dressing by winning a prize in HARDWARE AND METAL XMAS WINDOW CONTEST.

Twenty Years Ago

Items of interest reprinted from the Hardware and Metal file of December 8, 1900:

"On November 30, Caverhill, Learmont & Co.'s warehouse, Montreal, was the scene of an event that had its happy and yet its unwelcome features. It was the occasion of Mr. W. Percival's parting with this firm, whose traveler he has been for over a quarter of a century. A presentation was made by Mr. James Reid of the purchasing department, who has himself been identified with the establishment for 40 years. Mr. J. H. Meikh, late of Lewis Bros., takes Mr. Percival's place."

* * *

"The accompanying engraving is a facsimile of the gold medal awarded McClary's 'Famous' stoves at the Paris Exposition, 1900. The McClary Mfg. Co. have a right to feel proud of obtaining honors in competition with the whole world. They not only came out ahead of all Canadian manufacturers, but stand second best in all the world. The company recently received an order from one house in London, Eng., for the shipment of 200 stoves per week until advised."

* * *

"During the recent twentieth annual convention of the Sherwin-Williams Co., at Cleveland, the manager of their Canadian division, Mr. C. C. Ballantyne, presented a handsome gold locket suitably engraved to Mr. Fred C. Donnison, on behalf of his associate travelers in the Canadian division. Mr. Donnison has successfully represented the company in the Maritime Provinces for a number of years and has been appointed to travel abroad for them."

* * *

"Boeckh Bros. & Co., Toronto, who are revising their price list, announce that a general decline in brushes may be looked for. They made unusually heavy purchases of raw materials when prices were low."

* * *

"Charles R. Willson, of McDonald & Willson, dealers in gas and electric fixtures, Toronto, was found dead in bed at his home, 378 Victoria St."

* * *

The week's prices quoted in this issue include the following: — Glass—Star, in 50-foot boxes, $2.10; and 100-ft. boxes, $4; bar iron, $1.65 to $1.70; black sheets, $3.40 per 100 lbs.; terne plates, 1C, $8.75; galvanized sheets, English, $4.85, American, $4.50; sisal, 8½c, manila, 12c; cut nails, $2.35 per keg.

Long List of Deaths in Hardware and Metal Trade

THE death of R. B. Coulson and J. P. McNaughton, both prominent in the hardware and metal trade, adds two more names to the list of more or less well known officials in this trade who have passed away within recent months. The number has been such as to cause comment, including as it does the following, who have died since January:

D. J. Cowan, president Jas. Cowan & Co., and Cowan Hardware Co., London.

Wm. D. White, sec.-treasurer, White's, Ltd., Collingwood.

W. J. McMartin, president Winnipeg Ceiling & Roofing Co., Winnipeg.

J. S. Mitchell, J. S. Mitchell & Co., Sherbrooke, Que.

E. C. Simmons, pres. Simmons Hardware Co., St. Louis.

T. E. Peck, president Peck Rolling Mills, Limited, of Montreal, Quebec.

K. W. Blackwell, vice-president Canadian Steel Foundries, Montreal.

Frederick Dowswell, vice-president Dowswell, Lees Co., Hamilton.

H. Berry, vice-president Canadian Asbestos Co.

Wm. P. Miller, Canada Foundries & Forgings, Ltd.

Thos. Birkett, president Thos. Birkett & Son, Hardware, Ottawa.

T. Hodgson, Steel Co. of Canada.

F. H. Whitton, general manager Steel Co. of Canada.

J. W. Stairs, Hamilton.

W. H. Farrow, formerly Dominion Wire Co., who died in Bridgeport.

R. B. Coulson, sales agent Dominion Iron & Steel Co.

J. P. McNaughton, general sales agent Dominion Iron & Steel Co.

Says High Wages Insure Prosperity

TORONTO.—Lord Leverhulme, who is regarded as one of the largest employers of labor in the world and controls over 140 companies in both hemispheres, is still the prince of business optimists and a strong believer in the maintenance of high wages and a high spending power among people generally.

In an interview his Lordship emphasized the view that unemployment was not a necessary condition in industrial or economic life but was a result of a state of mind of the people. He holds there is work for all men and women and their efforts at production would not necessarily yield an overstocking of commodities. Trade conditions would be readjusted to take care of this.

"You publish in your paper that the price of anything is going to go up and the next day everybody will start to buy," he remarked by way of illustrating his point.

"There should be no surplus of labor," he continued. "There is work enough for all."

"What about over-production? Would you go on manufacturing if you had no ready markets?"

"Over-production depends upon the state of mind of the people. There would be no over-production if the people weren't afraid that everything was going to go down all of a sudden. If they were not afraid and would buy there would be work for all."

"How would you take care of the existing surplus labor?"

"Just give them work, produce," he declared. "I believe in production with efficiency. These two mean work for all. That's all there is to it—greater production and efficiency."

"I don't believe in any reduction of wages. I believe in the point of view of the power of high spending," he went on. "If you reduce wages, I say it will be a backward step. If people have money they will spend it, and that means more production is necessary."

Want Lights on All Vehicles

CHATHAM.—Several resolutions of importance were presented at the opening session of the forty-ninth annual convention of the Western Ontario United Board of Trade, held in this city.

The Ontario Legislature will be petitioned to compel all vehicles, both motor and horse-drawn, to carry lights after the new regulations regarding the dimming of headlights come in on January 1. Bicycles are included in the list of vehicles. This move is advocated to promote the safety of the horse-drawn vehicles, which will be less visible to motorists on the roads at night.

A strong resolution will be forwarded to the Minister of Finance at Ottawa calling for a more convenient system in the collection of the luxury tax, the present system being considered a burden upon the retailers.

A reciprocal arrangement was advocated whereby special delivery postage stamps of the United States and Canada will be honored in both countries.

Another resolution supporting the St. Lawrence deep waterways and power scheme will come up for discussion later.

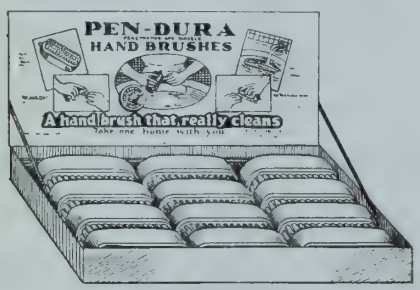
The policy of the association, as expressed emphatically by the delegates, is to place Western Ontario first in all things relating to agriculture, trade and commerce.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

"PEN-DURA" HAND BRUSHES

The Boeckh Company, Ltd., Toronto, Ont., are offering to the trade a new and superior line—the Pan-Dura Hand Brushes, which are put up in attractive display boxes as illustrated above. On account of the general demand for a sani-



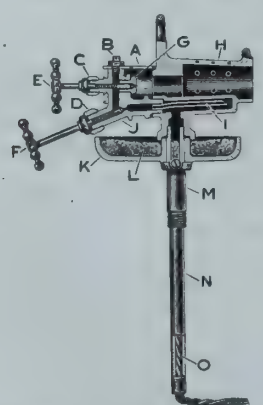
Pen-dura Hand Brushes

tary and long service hand brush there is no doubt about the ready sale that is in store for this line—the field for distribution being a very wide one—comprising homes, hospitals, offices, hotels, clubs, factories, garages, etc., in fact it is not a case of selling one to a customer, but usually several are required.

C. & L. NEW DOUBLE-NEEDLE TORCHES

An important improvement in the construction of gasoline blow torches has been announced by the Clayton & Lambert Mfg. Co., Detroit, Mich., in a double needle point burner.

The company claim that these double needle burners will produce more heat units than any other burner on the market and will burn lower grades of gasoline or kerosene, or a mixture of both fuels in any proportion, and that they



Double-Needle Torch Burner Construction.

are as near "fool-proof" as can be made.

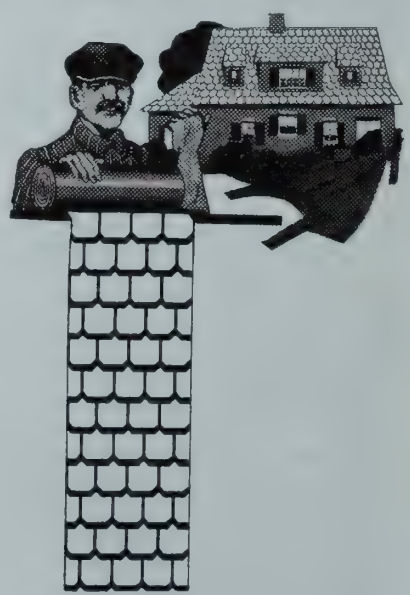
The Clayton & Lambert Mfg. Company's torches, fitted with double needles, are made in three sizes: quart, pint, and two-quart capacity, both with and without hook and support on the burner for holding a soldering copper. These six styles are designed to suit the various needs of the mechanic and are for use indoors or for outside work under the most severe conditions of wind and weather. They are described briefly as follows:

The burner is claimed to be of substantial construction with improved generator involving new and up-to-the-minute ideas in the combustion of fuel. Two needles control the supply of fuel which enters the combustion chamber and enable the user to secure the size and quality of flame which is best suited to the work to be done. The upper needle cleans the orifice and cannot enlarge it, and the lower needle is a blunt point shut-off needle, and it is, therefore, impossible to damage the burner.

A new illustrated catalogue showing this company's torches, fire pots and braziers, and their Bulletin No. 4 showing crude oil burning machines will be mailed on request.

ART-CRAFT ROOF

Bird & Son, Ltd., Hamilton, Ont., are placing on the Canadian market a designed roll roofing known as Art-Craft roof, a product that has been marketed



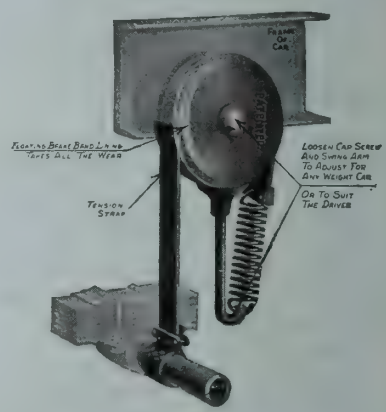
Art-Craft Roof

at their American mills, Chicago and East Walpole, for the past five years.

Art-Craft is said to be a low cost, attractive, durable, roll roofing with crushed natural slate surface, tile design, especially recommended for roofing dwellings, applied right over old wooden shingles.

"BULL DOG" BOUNCE ABSORBERS

The illustration shows the No. 1 "Bull Dog" bounce absorber fitted to the rear axle. The cut shows the adjustment that



Bull Dog Bounce Absorber

can be obtained, which also applies to the front equipment.

They are easily attached to all cars. The two models for cars except Ford take care of all weights and styles up to 4,000 pounds.

It is said to be the only device of this character that can be easily adjusted to the requirements of different weights of cars and different springs. Requires no oil and there are no metal parts that break or wear.

A brake drum and brake lining strap in connection with a tension spring stops the rebound. It does not retard the downward action of the springs, checks side sway and keeps you on the seat, it is claimed, whether going at 10 or 50 miles per hour.

"Bull Dog" bounce absorbers are made in three styles: Nos. 1, 2 and 3.

No. 1 is made to fit practically all cars. They attach to the channel frame on many cars without any attachments whatever and without drilling any holes.

No. 2 is made for cars that are drilled for devices such as bounce absorbers, snubbers, etc., and bolts directly to the frame. Many of the later built cars are now drilled for these devices, particularly for front.

No. 3 is built for Ford cars only and requires no drilling, simply fasten to the frame with U clamps and bolts. It is adjusted by the tension springs.

The makers are the Channon-Hughson Co., 229-233 W. Erie St., Chicago, Ill.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

THE feature of the week is the reduction made in paint prices. All lines of prepared paints have been reduced following the declines in white lead, turpentine and linseed oil prices, and quotations are back to the prices of a twelve month ago.

Other changes include further declines on ingot metals; copper, tin and lead are all at lower levels. Black oil has been reduced in price.

Easier prices are noted on black sheets, solder and scrap metals.

Some lines of cast goods, such as bench screws, grindstone fittings, stove pipe dampers, etc., have been advanced in price.

Many lines of Xmas goods are scarce and stocks of English cutlery are low. The trade is quieter though seasonable lines are in demand.

Montreal Markets

MONTREAL, Dec. 2.—The changes this week are fewer and prices on most lines are holding fairly firm for the present. The tendencies are downward in certain directions, and ingot metals, solder, etc., are lower.

Sheets are easier, but quotations are holding at last week's changes.

Pipe deliveries are very slow to show improvement and jobbers' stocks are at a low ebb still.

Trade in Xmas lines is good and there is a scarcity reported in English stainless cutlery and carving sets.

Other goods in demand at this time of the year, such as snow shovels and game traps, are also showing shortage.

Demand Good For Cotton Waste

Montreal.

COTTON WASTE.—Cotton waste is reported as moving freely and business has been satisfactory for some time past. Prices continue to remain firm, but the indications are that there will be readjustments after the first of the year to a slightly lower level.

Sheffield Cutlery Difficult to Secure

Montreal.

SHEFFIELD CUTLERY. — Pocket knives and carving sets are difficult to secure, and although manufacturers are filling orders more promptly now than for some years they are unable as yet to keep up with the demand. Prices are remaining firm, but there is an indication that there will be revisions in the near future with a slight advance in some lines.

Supplies Inadequate in Stainless Cutlery

Montreal.

STAINLESS CUTLERY.—Jobbers are finding it very difficult to secure an adequate supply of Sheffield stainless table cutlery, and as shipments arrive they are quickly taken up. There is a big demand, and many dealers will be unable to have their orders filled for the Christmas trade.

Big Demand For Woodenware

Montreal.

WOODENWARE.—Demand has been very heavy for woodenware, and one manufacturer states they are so far behind with their orders many dealers will be disappointed for their Christmas trade. Toboggans and sleighs are very scarce and stocks are low for trade at this season of the year.

Steel Snow Shovels Are Scarce

Montreal.

SNOW SHOVELS.—The heavy demand for snow shovels continues with a decided shortage in steel snow shovels which will be felt for at least a few weeks to come. Some of the factories are receiving steel from the mills and the expectation is that they will be able to make deliveries in a few weeks' time. In the meantime wood snow shovels are moving freely.

Big Sales in Arms and Ammunition

Montreal.

ARMS AND AMMUNITION.—Jobbers state that the sales of arms and ammunition have been much greater during 1920 than during the war period. Undoubtedly the returned soldiers have been a big factor, and the indications are that during the coming year there will be a further substantial increase in sales. Prices are remaining firm on arms and apparently there will be no change this season.

Roofings Are Unchanged; Trade Quieter

Montreal.

ROOFINGS.—The situation remains unchanged and without any changes in prices. Business is reported as being very quiet, and no arrangements have been made yet for spring bookings.

Rope Market Reported Dull

Montreal.

ROPE.—Prices are unchanged on rope and general cordage, stocks are good but the market continues very dull. Binder twine bookings are fair, however. There is an undertone to the market that indicates that there will be further declines in prices shortly.

Ingot Metals Showing Further Declines

Montreal.

INGOT METALS.—The general trend is still downward without any show of improvement. The feeling is that prices will decline still further.

TIN.—Markets still continue weak with a further reduction in price. The price of 44 cents is now being quoted.

COPPER.—Price has declined to a

lower level and "electro" is being quoted at 18¾ cents and casting at 18½ cents.

LEAD.—This is quite weak and has declined again. Price is quoted at 7½ cents.

SPELTER.—Price would seem to be near the bottom, with a further reduction this week, and without any sign of improvement. Price of 8¼ cents is being quoted.

ANTIMONY.—Market is very quiet and it is selling at 8 cents per pound.

ALUMINUM.—There has been no change in the price of aluminum which is selling at 34 to 35 cents per pound.

Sheets and Plates Easier; But No Change

Montreal.

SHEETS AND PLATES—While there has been no change in prices since last week the feeling is easier. Business is very quiet and without signs for an immediate improvement.

Iron and Steel Active; Deliveries Are Easier

Montreal.

IRON AND STEEL.—Prices remain unchanged, and iron and steel are moving very freely. Deliveries are easier, and while the rolling mills are reported being several months behind with their orders they are gradually catching up.

IRON AND STEEL

Common bar iron, 100 lbs.	4 95
Refined iron	6 65
Iron finish machinery steel	5 25
Mild steel	5 30
Band steel	5 80
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	5 30
Tire steel	5 50
Toe calk steel	6 20
Harrow Tooth Steel	5 45
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

NOTE—Refined Iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Pipe Situation Not Much Improved

Montreal.

PIPE.—Iron pipe continues to be very scarce, especially galvanized, and deliveries have not improved any. Jobbers' stocks are depleted, and while small shipments are coming in regularly they are not in sufficient volume to fill back orders and jobbers are unable to accumulate stocks. Prices remain firm as follows:

Standard Buttweld Pipe
List No. 46
Per 100 Ft.

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8.63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.67
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Gen. Galv.	Wrought Iron Blk.	Galv.
2	$32.01	$38.67	$ 35.71	$ 42.87
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2.66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4.39	4.39	5.21

Lower Prices on Wire Solder

Montreal.

LEAD PRODUCTS.—There has been a further decline in the prices of wire solder. Prices on other lead products remain unchanged, with movement reported as only fair. The undertone is easier with a tendency to lower prices.

Prices Are Firm Now On Oils

Montreal.

FUEL AND LUBRICATING OILS.—Prices are remaining firm and sales for immediate consumption are very fair. Bookings are reported as very light, but the outlook is that prices will remain firm for the near future.

Toronto Markets

TORONTO, Dec. 2.—The feature this week is lower quotations on black sheets and further reductions on ingot metals, and lead pipes and solders. Bar iron and steel are easier but are holding unchanged.

Some lines of cast goods are advanced about ten per cent., such as grindstone fixtures, bench screws, axle pulleys and stove pipe dampers. Clothes wringers are revised in price.

An easier tendency is noted in jute and hemp goods and lines of cotton manufacture are quoted at lower prices.

Business is good in seasonable lines and many of these are reported as short in jobbers' stocks.

Collections are said to be good.

Coal Oil and Gasoline Show No Change

Toronto.

COAL OIL AND GASOLINE.—There has been no change made in quotations of gasoline or coal oil, and motor grade gasoline is still priced at 42 cents, and Royalite grade coal oil at 29½ cents per gallon.

Polishing Mops and Oils Are Good Sellers

Toronto.

POLISH MOPS.—A good business is reported in polish mops and polishing oils. Sales of these lines have been exceptionally good and manufacturers have been kept busy in meeting the demand.

Prices are keeping firm and no change is stated to be in sight.

Electric Heaters Selling Well; Prices Hold Firm

Toronto.

ELECTRIC HEATERS.—Despite the handicap of power shortage in many districts, this season has seen a very large demand for electric heaters and radiators, and sales have been brisk.

Prices are unchanged and are holding firm.

Deliveries Better On Stove Pipes

Toronto.

STOVE PIPES AND ELBOWS.—Some deliveries have been made recently of Canada plate and have been of good assistance to dealers in stove pipes Sales continue good in these lines.

Sheet Copper and Brass Show Lower Prices

Toronto.

COPPER AND BRASS.—There is a downward tendency in copper and brass, and lower quotations are made for sheets and rods and tubing. Copper is being quoted below 14 cents at refinery, but it is not expected that it will remain at that figure, as it is stated that the price is away under the cost of production, and leading producers are curtailing output.

Prices on sheet brass, 24 gauge and heavier, are: 32 cents, base. Brass rods, ½ to 1 inch, round, 29 cents, base. Tubing, seamless, base, 39c. Copper rods, ½ to 2 inch, base, 37c. Soft sheets, plain, 16 ozs. and heavier, lb., base, 40c. Copper tubing, 42c per lb.

Cotton Waste Decline May Come Later

Toronto.

COTTON WASTE. — Business has been good, but is said to be a little quieter in cotton waste just now. Prices are holding at recent declines and jobbers state that no further change is expected for the present. The reductions in the American cotton market have left producers with stocks that they are anxious to dispose of, and quotations are being made at lower prices, but quali-

ties are said to be below those at present on the home market in most cases. Prices will be found on market quotation pages.

Primary Lead Markets Show Further Reductions

Toronto.

LEAD AND ZINC PRODUCTS.—Further changes are reported on lead or zinc products, and the sales of these lines are normal. Lead pipe is having a fair demand, but buying is being confined to actual requirements, and many expect that still lower quotations may prevail in view of the declines in the primary markets.

Solder is showing lower prices.

Quotations are the following:

Lead pipe, list, per lb.	0 14½
Lead waste pipe, list, per lb.	15½
Do., over 8 in., list, per lb.	16½
Lead pipe is subject to a discount of 10%.	
Lead traps and bends	Plus 15%
Lead sheets, 4 to 6 lbs. sq. ft., in rolls lb.	0 11½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder wire, lb.	0 38
Solder, strictly, lb.	0 29
Solder, commercial, lb.	0 27
Solder, guaranteed, lb.	31
Solder, wiping, lb.	0 27
Zinc sheets, per lb.	0 19

No Changes in Valve Or Bibb Quotations

Toronto.

VALVES AND BIBBS.—The sales for these goods continues fairly brisk in the smaller standard lines, but the larger sizes are not having as much demand as formerly.

Prices continue firm and unchanged, but many look for a lowering on the prices of brass goods before very long, though it may probably not come before the early part of the new year. Manufacturers point out that the raw material does not count as much as the labor in these commodities, and a decline of a few cents a pound in copper prices does not make as much difference as it did.

The following are quotations on principal lines:

Compression work, standard	25%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	28-30%
Flatway stop and waste cocks, standard	25%
Roundaway stop and waste cocks, standard	25%
Brass steam cocks, standard	add 10%
Globe, angle and check valves, standard	add 5%
J.M.T.	plus 10%
J.M.T. C.	Net
Gate or straightway	Net
Jenkins gate valve	10%
Standard gate	list plus 5%
Jenkins Globe	list plus 20%
Radiator valves, standard	23%

Wrought Pipe Holding Firm and Unchanged

Toronto.

IRON PIPE.—There has been no change in pipe quotations, and supplies are gradually improving. The demand continues fairly steady, especially for the smaller sizes, and it will take some little time before supplies become normal and the recent shortage is overcome.

List No. 46 is still effective.

LIST NO. 46
Standard Buttweld Pipe
Per 100 ft.

	Steel Blk	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8.63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.17
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe
Per 100 ft.

	Steel Blk	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
2	$32.01	$ 38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2.66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4.39	4.39	5.21

Pipe Fittings May Be Easier

Toronto.

PIPE FITTINGS.—No changes are announced in pipe fittings.

There will likely be an easier tendency from now on, it is thought. Stocks are improving in quantity, and with easier markets in raw materials the future tendency shows every indication of being a downward one.

Quotations are the following:

PIPE FITTINGS

Cast iron fittings	Plus 10%
Plugs	7⅛%
Bushings	10%
Unions, ¼-in. to 2 in.	30%
Do., ⅛-in., 2½ to 4-in	25%
Dart unions, ¼-in. to 2-in.	8%
Do., ⅛-in., 2½-in. and larger	5%
Dart Unions galv'd, add to black	30%
Nipples, up to 4-in.	50%
Do., 4½-in. and larger	40%
Do., running thread, 4-in. and under..	20%
Couplings, 4-in. and under	20%
Couplings, 4½-in and larger	Net list

MALLEABLE FITTINGS

	Black	Galv'd
Class A	0 70	0 85
Class B	0 30	0 40
Class C	0 20	0 30

Stocks Are Short Of Snow Shovels

Toronto.

SNOW SHOVELS.—A shortage of snow shovels is reported by jobbers.

At present the supplies have been sufficient to take care of the demand, and the trade generally have their requirements. Prices continue firm.

Toys and Wheeled Goods Have Good Demand

Toronto.

TOYS.—Many hardware dealers put in a stock of toys at this time of the year, and a good business is reported from the jobbers. Orders generally have been filled and there is a lull at present.

Jobbers' stocks are said to be lower than usual and those who have not got their requirements may find a difficulty in obtaining same.

Wheeled goods, such as Kiddie cars and Auto Coaster wagons, have been having a very good sale, as well as children's sleighs. Prices on all these wooden lines are holding very firm.

Scrap Metal Markets Quiet and Weak

Toronto.

WASTE MATERIALS.—The market for waste materials is again weak, with very little trading. Prices are easy, but give some indication of having reached the bottom of the downward movement. Prices are largely nominal at the present time.

Scrap iron and steel are exceptionally quiet.

Quotations are as follows:

WASTE MATERIAL

No. 2 busheling	$13 00	
Stove plate, per ton	28 00	29 00
Yellow brass	0 07½	0 08
Red brass	....	0 15¾
No. 1 machinery cast	37 00	38 00
Heavy melting steel	22 00	23 00
Heavy copper	0 12	0 12½
Scrap zinc	....	0 05½
Light brass	0 05	0 05½
R. Rd. wrought iron, No. 1, gr. ton	24 00	25 00
Heavy lead pipe	0 05	0 06
Old rubbers, boots and shaes	0 04	0 04½
Overseas lumbermen's rubber boots	....	0 04
Bicycle tires	0 01	0 02
Tea lead	....	0 03
Automobile tires	0 01½	0 02

Lower Quotations On Ingot Metals

Toronto.

INGOT METALS.—There is still a weak tone in the ingot metal market, and quotations are generally lower. Trading is said to be dull however and easier prices are not stimulating the demand.

TIN.—This metal is still declining and London cables denote a lower price there than has been quoted for three years, and the entire market is unsettled.

It has declined two cents since last market quotations and is now quoted here at 43 to 45 cents per pound.

COPPER.—There is reported to be little or no demand for this metal and prices are slightly lower. It is reported to have dropped to 13.50 at refinery, and English concerns are stated to be endeavoring to sell at even lower prices than quoted by the producers. Local quotations for casting copper are 19 cents.

LEAD.—Lead has declined still lower and has reached a new low level. American quotations are down to 5.25, and English prices are also down. Trading here is small, with 7.75 cents quoted.

SPELTER.—This market is on a downward trend still, and quotations are 8½ cents per pound.

ANTIMONY.—There is very little do-

ing in this metal and quotations are 9 to 13 cents.

ALUMINUM.—This metal is reported dull, with little change. Present quotations are 37 to 39 cents.

Good Roofing Business; Sheathings Are Firm

Toronto.

ROOFINGS AND SHEATHINGS.—Business is reported to be brisk in these lines and prices are continuing firm without change. On account of the lower prices obtaining on waste rags, there is a downward tendency in roofing felts, and reductions of 10 to 15 per cent. have been reported in U. S. markets. Sheathings remain unaffected, and prices on same are holding firm at the present time.

Common Sense Axle Pulleys Are Higher

Toronto.

AXLE PULLEYS.—An advance of about 10 per cent. has been made in the price of Common Sense axle pulleys, and the new quotation is $1.05.

Cast Stove Pipe Dampers Advanced

Toronto.

STOVE PIPE DAMPERS.—The cast iron stove pipe damper has been advanced about 10 per cent. in price and is now quoted 7-inch in bulk at $2.45 per dozen.

Bench Screws Are Quoted Higher

Toronto.

IRON BENCH SCREWS.—A new higher price is being quoted on iron bench screws, making an advance of approximately 10 per cent. The new prices are the following: No. 14, 1 inch, $16.70; 1⅛ inch, $24.25; 1¼ inch, $25.25, per dozen.

Lunch Kits Selling; Prices Are Higher

Toronto.

LUNCH KITS.—Sales of these lines have been extremely good, and many will be bought for Christmas gifts. An advance was recently made in the price of the Universal line and they are now about 20 per cent. above old prices.

Kitchen Wire Goods Improved Supplies

Toronto.

WIRE GOODS.—An improvement is noted in supplies of various wire goods, such as are used in the kitchen. For some time there has been a scarcity in many of these goods, but stocks are now in better shape. Prices are holding unchanged generally.

Wrenches and Pliers Some Lines Reduced

Toronto.

WRENCHES.—A reduction has been made on Mossberg goods, and the different lines of spark plug wrenches, pliers, etc., made by this firm, have been marked lower.

Lower Quotations On Canvas Gloves

Toronto.

CANVAS GLOVES.—These goods are now reduced in price and are selling at 15 to 20 per cent. below previous prices, due to cheaper raw materials.

Ten Per Cent. Advance On Grindstone Fittings

Toronto.

GRINDSTONE FIXTURES.—An advance has taken place in the price of grindstone fixtures, and these lines are now about 10 per cent. higher. The following are the new quotations: No. 22, $11.55; No. 33, $$1.95; No. 2½, $13.65; No. 3, $14.30 per dozen.

Putty Knives Freer Some Lines Lower

Toronto.

PUTTY KNIVES.—These goods are now being offered in larger quantities and variety than has been the case for a long time. A good grade of glaziers' knives is now being quoted at $1.75 per dozen.

Good Sales for Snow Shoes; Prices Firm

Toronto.

SNOW SHOES.—Jobbers report having shipped out good quantities of these lines this season and prices on standard goods are the same as last year.

Repeat and sorting up orders usually come later on, as except those bought as gifts in the holiday season there are few sold until after the new year.

Little Change In Bar Iron and Steel

Toronto.

IRON AND STEEL.—Stocks generally are in better shape in bar iron and steel, though a shortage of angle iron is reported. The demand is a little quiet, but jobbers state that they are getting as much business as they can expect at present. Prices are showing but little change. The result of the easier primary markets has not reached the trade yet, and present supplies are high priced stock. There may be a gradual lowering in prices, but the general opinion is that little change will take place until the new year. The base price is holding at $5.50, and following are usual quotations:

IRON AND STEEL

Common bar steel, 3-16 in. and lighter	$ 6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and lighter	6 00
Common bar iron, ¼ in. and heavier	5 50
Horseshoe iron	6 00
Tire steel	5 95
Band steel	6 00
Spring steel	12 75
Mining drill steel	28 00
Sheet cast steel	....
Norway iron	15 00
Toe caulk iron	6 70
Sleigh shoe steel	6 00
Hoop steel	7 50

Rope Trade Quiet; Prices Are Holding

Toronto.

ROPE.—Business is a little quiet in the rope line at present, and jobbers do not expect much improvement before the new year.

Some reductions have been made in twines and lower quotations are in evidence on jute and hemp goods.

Prices are holding at recent changes.

Quotations are as follows:

Pure Manila basis	0 31
Beaver Manila basis	0 24
New Zealand hemp basis	0 24
Sisal basis	0 21
Single lath yarn basis	0 21
Double lath yarn	0 21½
Yacht marline, tarred	0 57
Halyards	0 50
Hemp, deep sea line basis	0 50
Do., tarred ratline basis	0 43
Do., tarred bolt rope basis	0 45
Marline and Houseline	0 45

Sheets and Plates Show Downward Tendency

Toronto.

SHEETS AND PLATES.—There is an easier tendency in sheets and some of the quotations on black sheets show a reduction. Galvanized continue rather firm and supplies of these are not yet normal. The demand is fair, but is not as large as might have been expected from the continued scarcity of these lines.

The Canadian market has not up to the present felt the recessions at the mills.

Jobbers are of opinion that lower prices just now would not tempt any more business.

The independents' prices on sheets were so much above the Corporation level that it has taken a considerable time at the rate the market has been declining for the two prices to get on a par. The decline at the mills has been more marked this last week or so, but without any extra buying.

Quotations here show lower tendencies and a range between the low and high quotations is given.

BLACK SHEETS

10-gauge	$ 8 00	$ 9 40
12-gauge	8 10	9 50
14-gauge	7 90	9 30
16-gauge	8 00	9 40
18-20-gauge	7 90	9 30
22-24- gauge	7 95	9 35
26-gauge	8 00	9 40
28-gauge	8 10	9 50

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier.	Apollo.
10¾ oz.	$ 12 50	$13 25
U.S. 28	12 70	12 85
U.S. 26	12 40	12 55

22 and 24	12 25	12 40
18 and 20	11 95	12 10
16	11 95	12 10
12 and 14	11 20	11 95

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Nails Are Held Without Price Change

Toronto.

NAILS.—There has been no change in nail prices and quotations for wire nails, base, are still $6.40, and for cut $7.35. Sales are not as heavy, although there is still a considerable amount of building being carried on, and the weather has been favorable for building operations.

Stoves Show Slow Improvements in Supply

Toronto.

RANGES AND HEATERS. — There is a very good demand yet for heating stoves and ranges, and manufacturers have not in many lines been able to fill orders as quickly as they would like. They report an improvement in deliveries, but have still a difficulty in securing certain raw materials. Prices are holding unchanged and no changes are anticipated.

Mop Wringers Are Scarcer Now

Toronto.

WHITE MOP WRINGERS.—There is a shortage reported in this line of goods, and jobbers' stocks are very low. Prices are ruling firm.

Good Sales of Pyrex Glass Ovenware

Toronto.

PYREX WARE.—Good business is reported in this line of glass cooking oven ware.

These lines lend themselves well to seasonable gift suggestions and a good holiday trade in this ware is anticipated. Stocks are in fair shape and 30 per cent. is quoted off list prices.

Aluminum Ware Moves Well; Stocks Are Better

Toronto.

ALUMINUM WARE.—A good movement of this ware is reported by manufacturers and jobbers, and a busy holiday trade is anticipated. Stocks are said to be below normal and for a long while there was a scarcity of coffee percolators and other lines of this ware. But these goods are now available in better quantities and jobbers are offering a six-cup percolator at $2.25.

Large quantities of foreign aluminum ware are reported to have been imported into the States, but have not been seen in these markets yet.

Prices continue firm in this ware.

Black Oils Are Reduced Again

Toronto.

BLACK OIL.—A reduction of about two cents per gallon has been made in the price of black oils, and the winter grade is now quoted at $0.26.60, and the winter oil at $0.27.10 per gallon, less 15 per cent.

Game Traps Are Scarce at Present

Toronto.

GAME TRAPS.—These articles are stated to be scarce at the present time, with manufacturers weeks behind with their orders, and with the consumer demand in anything like as large quantities as last season there will be a big shortage.

Prices are ruling firm.

Skate Stocks Small; Looks Like Shortage

Toronto.

SKATES.—Supplies of skates have moved out and jobbers report small stocks on hand and a difficulty in replenishing.

With the demand anything like last season there appears a probability of a shortage in these goods.

Prices show no change.

London Markets

LONDON, ONT., Dec. 2.—Business has continued fairly good here during the past week in spite of the wet unseasonable weather which has held up the sale of many cold weather lines.

Prices as a whole remain firm, though lead, linseed oil and turpentine are all quoted a little lower.

Collections continue good.

Linseed Oil Down Another Eight Cents

London, Ont.

LINSEED OIL.—A reduction of 8 cents per gallon has been made this week on linseed oil and present quotations are the following:

	Raw, Gal.	Boiled, Gal.
1 to 2 bbls.	$1 17	$1 20
3 to 5 bbls.	1 16	1 19
6 to 9 bbls.	1 14	1 17

Less barrel add 15 cents. gal.

Lower Turpentine Price Now Quoted at $1.70

London, Ont.

TURPENTINE.—A new lower price is in effect this week on turpentine, and the reduction amounts to 10 cents per gallon from last week's price.

New quotations are the following:

1 bbl. lots, $1.79 Imp. gal; 2 to 4 bbl lots, $1.69; 5-gal lots, $1.85.

Putty Selling at Recent New Prices

London, Ont.

PUTTY.—This commodity is having a fair sale at the recent reduction in price of 50 cents per cwt. Following are the present quotations:

Standard 100-lb. drums, $8.05 per 100 lbs.; 25-lb. drums, $8.30; Pure, 100-lb. drums, $10.55; 25-lb. drums, $10.80.

White Lead in Oil New Lower Prices

London, Ont.

WHITE LEAD IN OIL.—The recent change in white lead prices has gone into effect here and the present quotation on pure in ton lots is $18.20 per 100 lbs.; in less tons, $18.55.

Elephant brand is quoted at $18.70 in tons, and $19.05 per 100 lbs., in less than tons.

Demand Continues Good For Window Glass

London, Ont.

WINDOW GLASS.—There has been a good seasonable sale here for window glass this past week. Prices are unchanged and quotations are 30 per cent. off list for single and double diamond in case lots and 40% and 10% off cut light list.

Wire Nails Unchanged; Sales Continue Good

London, Ont.

WIRE NAILS.—The sales for nails continue good here at the present time and there is no change in prices. Wire nails are quoted at $6.25, base, and $7.50 for cut.

Good Movement Noted In Safety Razors

London, Ont.

SAFETY RAZORS. — Business has been good in safety razors and sales for Christmas trade have been large. Quotations are the following on the best selling lines:

Gillette Razors, 25% off list.
AutoStrop Razors, 25% off list.
Ever Ready Razors, $10.80 doz.
Gem Junior Razors, $12.60 doz.

Good Sales For Carving Sets

London, Ont.

CARVERS IN SETS.—Sets of carvers in cases have been selling well lately and these goods are higher in price. Quotations on some lines of the I. X. L. and Joseph Elliott's English make are as follows:

	Set.
IXL Make—	
No. 5482A x 3 Piece	$7 15
No. 5388A x 3 Piece	7 50
No. 3577 x 3 Piece	13 50
No. 5395 x 3 Piece	6 35
No. 3377A x 3 Piece	13 00
No. 3501 x 3 Piece	8 50
Joseph Elliott's Carvers—	
No. 01697 x 3 Piece	$10 50
No. 01699 x 3 Piece	10 50
No. 02193 x 3 Piece	7 00
No. 01705 x 3 Piece	12 75
No. 01698 x 3 Piece	9 75
No. 01700 x 3 Piece	15 25

Skate Sales Good; Prices Are Firm

London, Ont.

SKATES.—Sales of skates have been good, and 30 per cent. is quoted off list prices on the Starr make.

Children's Hand Sleighs Moving Briskly

London, Ont.

HAND SLEIGHS.—The demand for hand sleighs is proceeding briskly. Prices quoted on the Canadian Buffalo Sled Co.'s make are 35% off list.

Stove Boards Still in Demand

London, Ont.

STOVE BOARDS.—There is still a very good sale for stove boards and quotations hold unchanged at list plus 10 per cent. for the wood lined, and 10% off list for the paper lined.

Stove Pipes and Elbows Moving Well

London, Ont.

STOVE PIPES AND ELBOWS.—The demand is good for stove pipes and elbows and stocks are slightly improved by deliveries of plate.

Prices are firm and are as below:

STOVE PIPE ELBOWS—6 in. light, $3.20 doz.; 6 in. heavy, $3.65; 7 in. light, $3.50; 7 in. heavy, $4.09.

MADE-UP STOVE PIPES—6 in. common, $17.67 per 100 lengths; 6 in. bright, $19.35; 7 in. common, $19.40; 7 in. bright, $21.02.

Silver Flatware Moving; Prices Unchanged

London, Ont.

SILVER FLATWARE—Sales are good here for 1847 Rodgers and for Community silver flatware. Prices hold firm, but are unchanged.

Ash Sifters Enjoy A Steady Sale

London, Ont.

ASH SIFTERS.—There is a steady sale for these lines and the common wood sided one sells for $3.75 per doz.; the Banner for $3.65 each, and the No. 1 Rocker at $6.25 each.

Fair Sales of Weather Stripping

London, Ont.

WEATHER STRIP. — Business in weather strip is good and sales are brisk.

The Frost King make is selling at $5.75 per dozen packages, and the wood and felt at 55 and 5 per cent. off list.

Methylated Spirits Selling $1.90 Gal.

London, Ont.

METHYLATED SPIRITS.—A good sale is experienced for methylated spirits here for car radiators, and it is quoted at $1.90 per gallon.

Washing Machines Having Good Sale

London, Ont.

WASHING MACHINES.—There is a good demand for both hand power and electric washing machines, and they are selling at 20 per cent. off list prices.

Good Sales For Electric Grills and Toasters

London, Ont.

ELECTRIC GRILL, ETC.—A good business is being done in electric grills, toasters, irons, etc., and the Canadian Beauty make is quoted at 27 per cent. off list prices.

Carpet Sweepers Selling For Christmas Trade

London, Ont.

CARPET SWEEPERS.—These lines are now selling for the Xmas trade and prices on the Bissell make are the following:

Universal Jap'd, $50.00 doz.; N.P., $56.00; Grand Rapids, Jap'd, $52.00 doz.; N.P., $58.00; Princess N. P., $60.00 doz.; American Queen N. P., $62.00; Parlor Queen N.P., $64.00.

BISSELL'S VACUUM SWEEPERS—Household, $110.00 doz.; Grand Rapids, $124.00; Superba, $140.00.

Grain and Coal Scoops Have Good Sale

London, Ont.

SCOOPS.—There are good sales for grain and coal scoops and current prices are 35 per cent. off list.

Present Quotations On Skate Straps

London, Ont.

SKATE STRAPS.—The following are present prices on skate straps of leather and also canvas:

Canvas—21 in., $2.10 doz. pair; 24 in, $2.35; 30 in., $2.60.

Solid Leather—21 in., $1.60 doz. pair; 24 in., $1.90; 29 in., $2.20.

Skate Screw Quotations 67½% Off List

London, Ont.

SKATE SCREWS. — The quotation this season on oval and round skate screws is 67½ per cent. off list prices.

Fair Sale For Ammunition at Present

London, Ont.

AMMUNITION.—There is a very fair sale at the present time for both metallic ammunition and for shot shells, and the discount off Dominion list is 37½ per cent., and for Winchester or Savage make 27½ per cent. off American list.

Stall Fixtures Are Selling Well

London, Ont.

COW TIES AND STALL FIXTURES.—There is a good sale for cow ties and for hollow stall fixtures. The quotations on the former are list plus 40%, and for the latter $2.50 per doz.

Winnipeg Markets

WINNIPEG, Dec. 2.—Very few important changes have been made this week in prices of hardware commodities. Among the changes is linseed oil, which has dropped 40 cents per gallon. Some lines of builders' hardware are costing more money. Bird cages have advanced in price. Soldering coppers are marked down a trifle. Compression cocks and some lines of brass valves are revised in price, some being marked higher and others lower. Horse brushes have dropped slightly in price. Many lines of cutlery and sporting goods have been advanced a little in price. The demand for hardware commodities has not been so good during the past week but there is a good business being done in Fall and Winter sporting goods and holiday lines. Collections continue to be good.

Stove Trade Good; Prices Firm

Winnipeg.

STOVES AND RANGES.—Prices on stoves, ranges and heaters remain firm and do not show any tendency to go downward although there is a good demand, especially for heaters. The manufacturers are working to capacity in

turning out heaters to meet the big demand, but they are having a hard time to get the necessary raw material. It is doubtful whether stocks on hand will hold out. In fact some lines are scarce at the present time.

Soldering Coppers are Marked Down

Winnipeg.

SOLDERING COPPERS.—Lower prices are noted on soldering coppers this week and are as follows: 1-lb. 63 cents per lb., 1½-lb. 60 cents per lb., 2-lb. 58 cents, 2½-lb. 57 cents, 3-lb. or over 55 cents.

40 Cents Reduction on Linseed Oil

Winnipeg.

LINSEED OIL.—The price on linseed oil has taken a big tumble this week and is now selling at 40 cents less per gallon. The prices are as follows: Raw $1.45 per gallon, boiled $1.48 per gallon.

Revised Prices on Compression Cocks and Valves

Winnipeg.

VALVES AND COMPRESSION GOODS.—A revision has been made in the prices of these lines and some have been increased and others lowered in price. Following are the present quotations: Bath cocks, compression, 25 per cent. off list. Jenkins standard valves—gate 5 per cent. off list, check 5 per cent. advance, globe and angle up to 8 in. 5 per cent. advance, 9 in. and over 25 per cent. advance.

Shellac Prices Take on Decline

Winnipeg.

SHELLAC.—The price on shellac has been revised downward this week, and following are the prices quoted:

Pure Orange—1 gal., $8.40; half gal., $4.32; quart, $2.28; pint, $1.08; half pint, 62½c.
Pure White—1 gal, $9; half gal., $4.62; quart, $2.45; pint, $1.25; half pint, 66.

Steel Fry Pans Lower in Price

Winnipeg.

STEEL FRY PANS.—A reduction has been made in the price of steel fry pans and they are now quoted at list plus 15 per cent. This is a reduction of approximately 20 per cent.

Hockey Sticks are Still Scarce

Winnipeg.

HOCKEY STICKS.—It looks as if hockey sticks are going to be hard to procure for this season. They were scarce last season and the present stocks in the jobbers' hands are comparatively small and they say it is hard to secure supplies. The demand is exceptionally good and probably has something to do with the present scarcity as fairly large quantities were ordered by the dealers anticipating a demand such as they had last season, when they were unable to get supplies. Prices are very firm and as lumber is higher seem likely to be higher still. There is no indication that hockey sticks will be any lower in price this season.

Demand for Auto Accessories Decreasing

Winnipeg.

AUTO ACCESSORIES.—Business in auto accessories is a little quieter this week as can only be expected at this season of the year. There is, however, a fair demand for such lines as lap robes, foot warmers and a few other lines required for cold weather.

Pittsburgh Markets

PITTSBURGH, Dec. 2.—Some lower quotations have been made on sheets and bars, and structural steel is easier. This week has seen the independents reduce their prices on some lines to the level of the Steel Corporation, but it is stated that they are still higher in price on sheets, pipe and wire.

Lower prices have not tempted more buying, but it was hardly expected to. Stocks are being kept to as small margin as possible, and purchases are being made for present needs only.

Coke has been maintained at the same figure for the past two weeks, but lower prices are looked for.

There is said to be considerable tonnage still on the books, but prices on this will generally be adjusted to meet new quotations.

PITTSBURGH, December 2. — Late last week the remaining independent steel makers came down to the Steel Corporation prices on bars, shapes and plates. More than a month ago an independent at St. Louis quoted the corporation price on plates. Later a Chicago independent came down on bars and over a week ago some Cleveland mills were quoting the corporation prices. However, on Wednesday of last week a canvass showed that five or six large independents were quoting 3.00c on all three products, the corporation prices being 2.35c for bars, 2.45c for shapes and 2.65c for plates. Thursday was a holiday and Friday morning an independent in Youngstown and an independent in Pittsburgh began quoting the Steel Corporation prices, the others immediately following, as it requires only a few hours for information of this sort to get around the trade. The established custom in the trade is that when a buyer is quoted a cut price by a certain mill he does not place an order at the cut price, but immediately tells all the other mills about it.

The reductions represented a case of the mills practically running out of orders at higher prices. The larger mills were not expected to run out nearly so soon. A couple of months ago several were claiming to be filled with business at least to January 1, if not longer, but it seems enough tonnage was cancelled to make a difference of several weeks. There is some tonnage left on books, but not a great deal. In general, the remaining tonnage will be adjusted in price to meet the new market.

Return to Industrial Board

The Industrial Board prices, representing the second reduction in steel prices from the war control schedule, became effective March 21, 1919. The Steel Corporation has consistently adhered to those prices. The first thing the independents did was to cut the prices, practically all the independents selling at cut prices during April and May, 1919. Afterwards, as they filled up, they began to look to the Steel Corporation to advance prices. This the corporation would not do. Late last year, or about a year ago, the independents began advancing prices on their own account, and at the beginning of this year practically all the independents were at advanced prices, a notable exception being the tin plate mills. When the time came to make contracts for the second half of this year the independents demanded higher prices on most of the business, but not on all. Within the past two or three weeks the independents returned to the Steel Corporation price on tin plate. Now the action is followed by the independents on bars, shapes and plates. The remaining important products are sheets, pipe and wire. On these the independents are still above the corporation. The reason the independents are still above the corporation on these products is that they still have a considerable tonnage of business on books, but of late this has been greatly diminished by cancellations, and, it may not be long until these products fall in line.

Sheets were so extremely high in the independent market that they could de-

cline a long time before getting to the Steel Corporation or Industrial Board level. For a couple of months or more the black sheet market declined at the rate of about a quarter cent a pound per week, but in the past fortnight there has been a decline of one cent. One can readily buy now from several independents at 5.00c for 28 gauge and on an attractive order even this price would probably be shaded $2 or $3 a ton. Galvanized sheets can be had at 6.50c. At the beginning of last week one mill was quoting 6.70c. others being at 7.00c or higher, but at the close of the week there were several sellers at 6.50c. In blue annealed the common quotation is 4.50c, but this basis could probably be shaded a trifle on the lighter gauges, while it could be shaded considerably on the heavier gauges, those that can be produced by light plate mills.

No Buying

Reduced prices have not brought the independents any additional business, nor was it expected that business would be created by this means. Buyers are bent upon having the smallest possible inventories and commitments January 1. The business of jobbers and manufacturing consumers has slowed down very greatly and naturally the buyers will not purchase from the mills except as they have occasion to sell or consume the material.

Manufactured Products

The market for cold finished steel bars of late has been 4.00c, with some producers still quoting 4.25c. The market was 3.60c when the makers of cold finished steel bars were getting their bars at 2.35c, but prices were advanced afterwards even by makers who were getting their bars from the Steel Corporation. The question now is whether the makers will reduce their prices at once below 4.00c. Thus far they show no inclination to do so. Standard railroad spikes remain at 4.00c, but this price is too high by comparison with bars at 2.35c. Before the war, when costs and profits were less, the spike makers used to consider a spread of $9 a net ton between bars and spikes as a fair one.

Mill Operations

Independents as a whole are probably operating at an average rate of less than 50 per cent., while the Steel Corporation continues to operate as well as at any time in recent months, being very well supplied with business. A few independent mills are closed entirely, but such closings are not permanent, being for the purpose of accumulating specifications. For some time to come, and until demand develops, independents are likely to close for two or three weeks at a time and then run for a week or two at a fair rate, this being much more economical than to maintain a low rate of output continuously. The Steel Corporation is likely to run for months at nearly if not quite its usual rate.

Pig Iron

Bessemer and basic are down $2.50 in the week and foundry $2, the market being now quotable at $37 for foundry, $37.50 for Bessemer and $35 for basic, f. o. b. valley furnaces, freight to Pittsburgh being $1.96. The declines in Bessemer and basic occurred by way of there being offerings rather than quotations against actual inquiries. In foundry there were one or two small sales to bring out the lower quotation. The bottom, of course, is not yet reached, but as declines of $13 in foundry, $11 in Bessemer and $13.50 in basic have occurred from the top points reached last August it is expected that further declines will be at a slower rate. Furnaces admit that prices will decline to cost, but there is a question where the cost line lies. No close figuring can be done as long as the coke market has not settled. For the past fortnight the Connellsville coke operators have maintained spot furnace coke at $8 to $8.50 and furnaces consider such prices ridiculous, being in doubt whether they would pay even $6.

Semi-finished Steel

The first sale of any semi-finished steel at the Steel Corporation price occurred a few days ago, a sheet mill in the Pittsburgh district buying 2,000 tons a month of sheet bars for December, January and February at $47 Pittsburgh, or $48.40 delivered. The identity of the seller is not disclosed and the independents do not yet admit a willingness to sell at the Steel Corporation prices.

Fewer Changes But Tendency Still Downwards

Primary Markets Continue to Recede—New Prices Made on Prepared Paints

A STUDY of the markets this week shows a few declines and one or two advances, but generally there is a quieter tone and quotations are holding unchanged on most lines.

Business is reported to be good on seasonable lines, and goods that are in demand are those that sell for the Christmas trade. In other lines there is a quieter feeling, and it is not to be wondered at. At this time of the year the trade are getting near to the period when inventories are usually taken and stocks are kept down as low as they conveniently can be, and added to that is the feeling that markets at present are in a rather unsettled state with declines taking place in raw materials. A downward tendency in manufactured goods is regarded as probable.

Cast Iron Goods Higher

Gasoline and coal oil prices are being maintained although reductions have been made in United States and English markets on gasoline.

This week has seen a decline in black oil prices, but other lines are holding firm.

Other goods advanced this week include some lines of cast iron goods, such as grindstone fixtures, bench screws, axle pulleys and stove pipe dampers. The advance is said to be due to higher costs of manufacture.

There are many lines that continue to show shortage due to want of materials. Snow shovels and game traps are especially scarce. The scarcity of curry combs is reported to be due to the difficulty in obtaining malleable casting.

Aluminum Ware Supplies Improved

Supplies of aluminum ware are said to be more ample than has been the case for some time, and tea and coffee pots and percolators are now available in much better quantities than they were formerly. There is a good demand at this season of the year for these goods and dealers are looking forward to increased business.

Reports from American sources indicate that large stocks of these goods have been imported into the States from Germany lately. In cutlery and pliers and other tools there has been considerable importation into United States markets from the same source.

German cutlery and skates are being offered to the Canadian market, but prices in some lines are said to be considerably higher than pre-war prices. One make of razor is quoted at 260 per cent. above 1914 prices, notwithstanding that the mark is at such a low level. It is interesting to note that German imports of manufactured goods admitted into Great Britain for the first nine months of this year amount to nearly one-third of the total of the whole year of 1913.

Primary Markets Make Interesting Reading

Ingot metals have declined further in price and lower prices are quoted on copper, tin and lead. The copper industry is said to be faced with a curtailment of production as a result of cessation of demand and a lowering of prices, which are claimed to be below pre-war figures. Refinery prices have been reported to be down to $13.50, though figures are not confirmed. The smelters are cutting wages and the mines are laying off men, or are closing down.

Tin, too, is lower than it has been for three years, and has slumped heavily on English markets. In lead foreign arrivals are bearing down American markets, and in both this metal and in copper English concerns are said to be of-

(Continued on Page 64.)

Iron and Steel Interests Before Tariff Board

"Inadvisable to Eliminate Adequate Protection to Native Industries," Says J. T. McCall—"Difficult to Frame Scientific Tariff in Iron and Steel Industry."

ON behalf of the iron and steel merchants, J. T. McCall, Drummond, McCall & Co., Ltd., Montreal, addressed the Tariff Commission in Montreal, as follows:

"The merchant has occupied an important position, and has played his part equally with the manufacturer, in building up this country. As merchants we have invested large sums of money in our Canadian stocks and warehouses, which are of much service to the consuming public at large, and we further assist the consumer, when it is necessary, in financing his purchases. By the consumer I mean the consuming manufacturer, that is, those secondary industries throughout the country which use iron and steel as their raw material. In all countries the merchant has been recognized as a necessary part of the business system as the link between the large manufacturer and the consuming manufacturer as regards both imports and exports. We feel, therefore, that our position as regards the tariff should be stated, so that it may be fully and intelligently appreciated in any changes that may be made. I would like to emphasize the point that we do not wish to express any opinion on the general question of Free Trade and Protection. We feel, however, that the business development of the country has been based on the policy of an adequate protection to native industries and manufactures, and we are strongly of the opinion that it would be disastrous to change that system. Our desire is to suggest certain ways in which the tariff can be improved so as to bear equitably on importers as well as manufacturers.

A Scientific Tariff

Some of our newspapers have suggested that it is the desire of the present Commission to frame a "Scientific Tariff." The only meaning I can attach to this term is a tariff that will be based, first, on the fullest development of the natural resources of the country and carrying forward the utilization of these resources to the highest point of manufacture that is economically possible, and secondly, on the building up of certain industries that will employ the largest amount of labour possible in supplying the manufactured articles required by the community at large, so that we may be as far as possible self-supporting, and not dependent to too great an extent on outside countries. As an example of this class of industry the cotton spinning trade may be regarded as the most prominent. With these objects we are heartily in accord.

It must be apparent, however, from an examination of the geographical position of Canada that it would be very difficult to frame a tariff that would be really scientific, so far as the iron and steel industry is concerned, based on the use of the raw materials found in the country.

Iron and Steel Industry Not Self Contained

There has been a great deal of irresponsible talk about the wonderful mineral resources of this country, but the history of the development of the iron and steel industry has shown conclusively that we are by no means self-contained, and have to depend to a large extent on outside countries for the raw materials which form the basis of that industry. The explanation of the wonderful development of Great Britain and the United States may be found in the almost unlimited supplies of coal and iron ore in both countries. The Maritime Provinces of Canada are favored with an abundance of coal, but the iron ore resources of these Provinces are almost undeveloped, and the bulk of the iron ore used at Sydney is brought from Newfoundland. In Eastern Ontario the furnaces are dependent entirely on the United States for both ore and coal, and I believe the Algoma Steel Corporation is the only furnace using a small percentage of Canadian ore. The returns show that of the ore charged in the smelting furnaces of the whole country in 1919, only 5 per cent. is Canadian, and the rest comes from the United States and Newfoundland.

Encourage Mining Canadian Ore

We take this opportunity of impressing on the Government the advisability of encouraging the mining of Canadian ore. It is difficult to give any definite recommendation as to the form this encouragement should take, as we feel that subsidies and bounties for any special industry have been and will always be unpopular with the general public. We might suggest that this should take the form of some aid in prospecting for deposits of iron ore and for the development of any large bodies of ore which, on careful examination by competent engineers, are found to be of sufficient value and magnitude to be thoroughly developed. We would also suggest that in the event of such developed properties becoming commercially profitable, the Government should share in the profits of these mines in proportion to the amount they have contributed to their development.

Following this argument, it is apparent that the iron and steel clauses of the tariff cannot be framed quite scientifically with the object of developing the natural resources of the country. At the same time, the Canadian iron furnaces in existence supply what is very largely the raw material of all the manufacturing iron industries, and this should be encouraged by a moderate protection as exists in the present tariff.

When we come, however, to the establishment of industries and their protection simply on the ground that they employ a certain amount of capital and labour, it must be evident that this opens the way to abuse. We suggest, therefore, that in the case of any request in the future for protection on new industries to be established on the lines mentioned, these requests should be most carefully investigated by those competent to advise on such matters. There will be cases where it would be much more economical to have the labor involved in such manufactures employed in some more advantageous manner.

Coming now to the customs tariff at present in force, we strongly recommend that it be simplified. There are too many exceptions to the general tariff, and too many cases of different rates of duty on goods when these are used for special purposes. In the case of the rates of the general tariff also, we think that where an ad valorem rate of duty is charged this should be as uniform as possible in the case ofgoods that are fully manufactured. We do not refer in this connection to semi-finished steel products, which have to be considerd separately, but to those finished products which in the present tariff have varying rates of duty.

See what others are doing in the way of window display ideas through the HARDWARE AND METAL XMAS WINDOW CONTEST.

The British Preference

Several representations have been made to the Commission regarding the British preference. During the past ten years the centre of the iron and steel industry, so far as this country is concerned, has shifted from England to Pittsburgh. We feel that something should be done to increase importations from England to Canada, not only for sentimental but for economic reasons. The war has brought together very closely all the different parts of the British Empire, and this tie should be perpetuated and strengthened by economic preferences throughout the Empire.

I come now to that part of my argument which deals with the tariff as it affects the particular business with which we are connected. We submit that our business will be seriously interfered with unless the tariff on iron and steel articles, whether manufactured in Canada or not, is such as will not prevent their reasonable importation from abroad for the benefit of the manufacturing consumers of the country. These goods are their raw material, and it is certainly in the interests of the community at large that these manufacturers, whom you will find in every town and village of the country, should be considered.

There is no doubt that the tariff schedule for iron and steel articles as it at present stands contains inconsistencies which should be remedied. It also contains rates of duty which are, in our opinion, unnecessarily high. In the meantime, therefore, we urge that the Committee of the Privy Council which will consider and finally settle the iron and steel schedule of the new tariff should consult with representatives from prominent merchants, whose acquaintance with the entire range of iron and steel goods now manufactured in Canada as well as imported from other countries, together with their intimate knowledge of the requirements of the country, would be of assistance to the Government in arriving at fair and reasonable rates of duty."

Canadian Safety Razors Lead in Britain's Imports

Indication of the extent of Britain's trade with Germany is found in the following figures, showing imports from Germany for the month of September:

Hardware other than hollow-ware, to the extent of 1707 cwt., valued at £19,132, being very nearly equal to imports from United States and second largest in volume.

Hollow-ware, cast enamelled, 41 tons, valued at £5,345, being largest on the list.

Hollow-ware, wrought enamelled, 187 tons, valued at £19,571, being by far the largest on the list. Imports from Canada were valued at £1,403.

Hollow-ware, wrought galvanized, valued at £627, was imported from Germany.

In safety razors, including blades and blanks, Canadian goods stand out prominently to the extent of 458,580 dozens, valued at £78,131. Imports of this line from United States were only £1,989, being second largest on list.

Paint Dept. Plans for New Year

An Early Start Helps in Making Plans for the New Year—Revival of Building May Add Comparatively New Field of Business to Trade Established in Recent Years—Suggestions for Keeping Paint Trade Active During Balance of Winter Season.

IN the rush to prepare for Christmas trade and in the endeavor to develop some of the features having for their object the maintenance of interest in painting during the winter season, the dealer should not overlook the necessity of getting an early start on paint plans for next year. The new year follows closely after the Christmas season and plans should be formulated in plenty of time so that the paint department can get away to a good start for 1921.

The past year has been a bumper one in the sale of paints, and with the expected revival of building in the new year, paint business should assume even a larger volume. The few years of comparative inactivity in the building industry have been valuable in so far as they have made it necessary to make use of every possible argument in favor of paint. This has tended to greatly increase the appreciation of paint as a factor of value not only as a decorative feature but more especially as a preservative feature. Business has been maintained by greater effort and by the consequent securing of more business from existing buildings. When building is resumed it will therefore be a comparatively new source of much paint business. The dealer will then be enabled to reap the reward which his efforts during the past few years have helped to bring about.

Note All Selling Ideas

In making plans for next year's paint business some dealers are keeping a folder in which to note all the selling ideas which they can secure. Some dealers are also keeping a close watch on those who have made the excuse this year that they would paint next year; there are others who are planning to build next spring, their plans having been postponed for some time due to high costs. In such cases as the latter ones these names of prospects could well be forwarded to the manufacturer whose line of paint is handled. This follows out the suggestion conveyed in last week's issue, viz., that the dealer should secure the closer co-operation of the manufacturer who has means of studying conditions and who can bring intelligent pressure to bear upon the prospect. This is looked upon as good business for it gives the dealers an early start on next year's trade, and an early start is a big help.

The dealer's plans for an early start can take the form of advertising and other publicity ideas, the compiling of a mailing list of good prospects, plans for the rearrangement of the paint department, if necessary, in order that it will have the best attention; plans for pushing certain specialties at various times during the season; and plans for linking up the window displays of paints and varnishes with the local advertising.

Keeping Trade Active During Balance of Winter

A number of suggestions offered in these columns from time to time dealing with the possibilities of developing an all-year trade in the paint department by pushing certain specialties and encouraging exterior and interior painting and varnishing at all seasons of the year are being followed to good advantage by some dealers. As they are working out however they are even more effective than as outlined for a number of dealers are giving the ideas a more practical turn and thereby increasing their value.

As an instance of how this is working out in connection with winter trade one dealer states that he recently introduced a wallpaper department in his business and he finds wallpaper and paints, varnishes, etc. go well together. This dealer had a set of 8 x 24 in. boards painted with enamel colors and varnish stains. When showing wallpapers he has these boards handy and sets up the most suitable shades against the paper. This gives the customer a good idea of the best color combinations for finishing the woodwork in the room being re-papered. He finds that in nearly every case where it is found necessary to repaper a room that the customer is quite agreeable to paying some attention to the woodwork in the room as well. In many cases the dealer finds that all that is necessary is to write down the order and deliver the goods. He is enthusiastic about the boards and intends to make the fullest use of them all winter. When he has a customer in the decorating notion he finds it very opportune to throw in a few suggestions.

The refinishing of house furniture during the winter months, especially in view of the increased value of furniture, is a point about which much has been written. Perhaps the most efficacious way of developing this class of trade is to do what another hardware dealer has done, viz., to reclaim an old piece of furniture and after sandpapering to give it a coat of varnish stain to make it look like new. The

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Moore's House Paints

"Save the surface and you save all" *Paint & Varnish*



To The Last Drop

A Guarantee to the Consumer

Moore's Paints are quality paints, that sell on merit backed by a business-like guarantee of "satisfactory service or money cheerfully refunded." To the last drop, the last sweep of the brush, Moore's Paints give that reliable service that delights customers and assures repeat orders for the dealer. A Moore Agency will pay you.

Here are a few of our popular lines:

"Impervo" Porch and Deck. "Tile-Like," Mooramel, Auto Finish, "Muresco," "Impervo" Varnishes, Morelustre Enamel. Barn Paint, Moore's Floor Paint, Sani-Flat, High Gloss Enamel, Carriage Enamel, Wagon and Implement Paint, Shingle Stain.

Ask about our Agency Proposition

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

If interested tear out this page and place with letters to be answered.

MEMORANDA TO TARIFF BOARD

(Continued from Page 36.)

would supply the entire annual demands of the whole of Canada in four weeks' time. The importance of this consideration will be recognized when one considers the wide range within which the demand for paint and varnish in the United States varies. Whenever the demand for paint in the United States fell below the productive capacity of the United States factories, such factories would, under free trade conditions, flood Canada with American-made paints and varnishes, and by capturing a share of the Canadian market they would force the costs of production by Canadian manufacturers above a competitive basis.

It is easy to see that, were the tariff removed, the home market would be lost to the Canadian paint and varnish manufacturers. The Canadian factories of the American manufacturers would be closed down, and the Canadian municipalities would lose considerable revenue from taxes, etc. The Dominion would also lose revenue duties on raw materials now imported into the country for the manufacture of paint and varnish.

Besides the Dominion and Provincial Government would lose the revenue now obtained by reason of the operation of these factories in Canada. Not only do the plants themselves pay revenue duties on imported supplies, but they are subject to Dominion taxation, and many of these employees pay taxes under the income tax law.

These memoranda are submitted on behalf of the following manufacturers of paint and varnish:

The Ault & Wiborg Co., of Canada, Limited, Toronto; Berry Bros., Inc., Walkerville, Ont.; Brandram-Henderson, Limited, Montreal; British-America Paint Co., Limited, Victoria, B.C.; Canada Paint Co., Limited, Montreal; Canadian Oil Companies, Limited, Toronto; The Dominion Paint Works, Limited, Walkerville, Ont.; The Dougall Varnish Co., Limited, Montreal; Flint Varnish & Color Works of Canada, Limited, Montreal; The Glidden Company, Limited, Toronto; The Holland Varnish Co., Limited, Montreal; The Imperial Varnish & Color Co., Limited, Toronto; International Varnish Co., Limited, Toronto; R. C. Jamieson & Co., Limited, Montreal; Lowe Brothers, Limited, Toronto; The Martin-Senour Co., Limited, Montreal; Benjamin Moore & Co., Limited, Toronto; McArthur, Irwin, Limited, Montreal; The Northern Varnish Co., Limited, Owen Sound, Ont.; Ottawa Paint Works, Limited, Ottawa; Sanderson, Pearcy & Co., Limited, Toronto; Pratt & Lambert, Inc., Bridgeburg, Ont.; A. Ramsay & Son Company, Montreal; Scarfe & Company, Limited, Brantford, Ont.; The Sherwin-Williams Co., of Canada, Limited, Montreal; Standard Paint & Varnish Co., Limited, Windsor, Ont.; G. F. Stephens & Co., Limited, Winnipeg.

Toronto Members Act As Hosts

After the restraint which of necessity had to be practised by members of the Canadian Paint, Oil and Varnish Association during the business sessions of the day, the pent-up enthusiasm and spirit of good fellowship which always dominates the members at such a get-together meeting gave vent to itself with great fervor at the social evening provided by Toronto members of the association to the visitors, which was held at the King Edward Hotel. Excitement ran high as story succeeded song and then more stories. Parodies were sung concerning the eccentricities of the various members, some of whom added to the hilarity by appearing in grotesque costumes. It was truly an unbounded outburst of good, wholesome fun and in proportions which fully indicated the spirit and enthusiasm of the association as a whole. The evening was well handled under the guidance of Tom Monypenny, who did his share at introducing humorous comments.

Report of paint price reductions and meeting of paint manufacturers will be found on pages 35 and 36.

Among the speakers at the banquet were George Henderson, of Brandram-Henderson, Ltd.; W. S. Fallis, of Sherwin-Williams Company of Canada, Ltd.; Walter B. Ramsay, of A. Ramsay & Son Company; L. C. Stephens, of G. F. Stephens Co., Winnipeg; John Irwin, of McArthur Irwin Co.; Geo. Davis, Hardware and Metal; A. T. Black, of Martin-Senour Company; E. Liersch,, Canada Linseed Oil Co.; F. J. Penberthy, Lowe Bros., Ltd.; E. W. Monk, Flint Varnish Co., Ltd.; Chas. Hickman, Ottawa Paint Works, Ltd.; Walter Jamieson, R. C. Jamieson & Co., R. C. Misson, Sherwin, Williams Co. of Canada, Ltd.; Fred Moore, Benjamin Moore & Co.; Reg. Scarfe, Scarfe Varnish Co.

Stories told by those in attendance at the banquet abounded in wit and humor. It has been suggested that the tales should be issued in book or pamphlet form for distribution to the trade. The matter is under consideration. If the book is published stories under the following headings are sure to be included:

"The Fur Coat Sale," by L. C. Stephens; "How to Rid the Country of Tramps," by C. A. Thomas; "It Canna Be Doon," by Geo. Henderson; "Who Brought Them In?" by F. J. Penberthy; "The Effects of Seasickness," by Walter Jamieson; "Vaccination," by Fred Moore; "The Magic Word," by J. J. Riley; "Wee David," by A. T. Black; "The Fallen Horse," by W. T. Fallis; "The Slippery Stairs," by A. T. Black; "Future Golf Courses," by Tom Monypenny; "More Pep," by Walter Ramsay; "The Missing Picture," by H. E. Mihell.

Province to Control Electric Power

The following recommendations presented to the Government by the special committee of the Legislature, appointed to report upon the equalization of Hydro rates, represent the conclusions arrived at by the members after some months of study.

The establishment of a Department of Power with a Minister of Power to assume a more aggressive policy of power development and water conservation on the part of the Province.

The collection by the Province of a rental or charge of $2 per horsepower on all power developed within the Province.

Provincial asisstance to be given by the Province to all municipalities paying over $30 per horsepower, and supplied by the Hydro-Electric Commission.

Where power is supplied to the agricultural industry then the Minister of Power may give further assistance by granting to the local commission of such municipality a sum sufficient to meet the whole or a part of the annual charge necessary to pay for the cost of the construction and maintenance of the low tension transmission lines necessary for rural distribution; conditional, however, upon there being at least three services per mile in the rural districts served, the total assistance by the Province under this head not to exceed 50 per cent. of the revenue derived by the Province from rentals.

FEWER CHANGES BUT TENDENCY DOWNWARDS

(Continued from Page 60.)

fering lower quotations in United States markets than are prevailing there.

In sheets and plates there are some lower quotations made and recessions continue at the mills. The independents' prices are now almost on a level with Corporation prices, but business except in plates continues lighter. Mills are operating at 60 to 70 per cent. capacity, but though order books are light one large producer states that they will make no general wage reduction, and other policies are expected to be the same.

It is reported that $250,000,000 has been lost to business through recent cancellations, and the steel trade have had their share of this, though perhaps not to the same extent as some other industries.

PAINT DEPARTMENT PLANS

(Continued from Page 62.)

dealer who follows this plan on drawing attention to the chair which had received such treatment remarked: "That thing has set on that counter like a soldier and has sold a lot of varnish stain for me. You bet I am going to keep him working right through the winter and spring. I may change his coat once in a while but he'll bring the business." The chair in question bore a card reading: "See what ——— varnish stain did to me." The plan may also be followed of leaving part of the article unfinished to indicate the comparison.

Jap-a-lac for Every Household Need



Whether it's furniture that's marred and scratched, floors that are dull and uninteresting, woodwork that is faded-out or radiators that need refinishing, there's a Jap-a-lac finish to take care of the need.

And housewives know that Jap-a-lac is best for the hundred and one odd refinishing jobs around the home. Through constantly giving satisfaction, its fame has spread until now Jap-a-lac is kept on hand in thousands of homes.

The enviable reputation Jap-a-lac enjoys makes it a most attractive dealers' proposition. Rapid turnover and repeat sales keep the profits coming steadily. Write today for particulars of our dealers' proposition.

THE GLIDDEN COMPANY, LIMITED
TORONTO, ONTARIO
Branches at Montreal and Winnipeg



If interested tear out this page and place with letters to be answered.

Further Change on Sherwin-Williams Co. Staff Canada's Paint Export Trade

MONTREAL.—The many friends of R. C. Misson, ("Bob" as he is known to his more intimate acquaintances) will be very pleased to learn of his appointment to the Board of Directors of the Sherwin-Williams Company, of Canada, Limited, as made on the occasion of the annual meeting.

Mr. Misson was born at Port Hope, Ont., where he attended public school and the Port Hope Collegiate Institute.

The beginning of his business career was with Dingwall & Ross, hardware merchants, following which he went to Carleton Place to take charge of the hardware business of James Dixon, known as James Dixon Hardware. Later he returned to Port Hope to enter the employ of Will Brown, hardware merchant, who is still one of Port Hope's prominent business men.

In the early fall of 1895 Mr. Misson was engaged by Mr. W. H. Cottingham, to represent the Walter H. Cottingham Company and the Cottingham Varnish Company, in Eastern Ontario, later including Northern Ontario to Sault Ste. Marie and East to Ottawa, also territory from Ottawa to Montreal on the C.P.R. and Ottawa River.

In 1901 he was asked to take up his residence in Toronto and devoted his entire time to specialty work with manufacturers, including railway, street railway, and marine business, covering the whole Province of Ontario and part of Quebec. In 1907 he removed to Montreal and became manager of Manufacturers' and Trade Sales Department. Later he was appointed manager at Montreal.



R. C. MISSON

Elected to the Board of Directors of the Sherwin-Williams Co., of Canada, Ltd.

An interesting mile-post in Mr. Misson's business career was reached during the recent convention of the Sherwin-Williams Company, of Canada, when he received a long service certificate, having completed this fall twenty-five years service with the firm. He was also given a silver loving cup by his business associates on that occasion.

Take Steps for Relief of Rosin and Turpentine Situation

AN ARTICLE in the Savannah Weekly Naval Stores Review and Journal of Trade concerning current events in the rosin and turpentine field deals with the final consummation of the plans that have been under consideration at Jacksonville for the permanent relief of the situation as to rosins, and as to turpentine if that commodity needs any especial care, which is unlikely in view of the fact that supplies are comparatively small and the crop largely in. Under the plans that have been laid an agency is to be created that will probably not only afford temporary relief but become a permanent factor in the naval stores world, with especial reference to the development of foreign trade in turpentine and rosins.

Application has been made at Jacksonville for a charter for the Atlantic & Gulf Export Company, the incorporators being all well-known naval stores men, representing a half dozen of the large factorage houses.

Other naval stores dealers and consumers are naturally greatly interested in the new corporation and its purposes. Dealers admit that it may have a tremendous influence on the rosin situation before the season has progressed very much further.

While it is believed that large quantities of rosins will soon pass into the hands of the new export company it does not seem to be the impression of the trade that much will be done with regard to spirits turpentine this season, as the supplies of them are moderate and in two or three weeks the fresh receipts drop down to minimum figures. There are no accumulations of turpentine in factors' or producers' hands to speak of, and it is merely a matter of awaiting the domestic demand to take up a great part of the supplies now on hand or to come from the woods between now and April. As with regard to rosins, it is felt that buying of turpentine for consumption will not be increased by any further declines in prices. The shrinkage in the prices of rosins and turpentine has already been enormous and trade has not been stimulated thereby. When the general business conditions become more settled and a spirit of confidence engendered in the industrial world, the demand for both articles will take them regardless as to whether prices are higher or lower than now. That is the current opinion.

The leading hardware merchants will be in the HARDWARE AND METAL XMAS WINDOW CONTEST—that's the place for you.

Says 1921 Will Be Record Paint Year

Montreal.—In discussing the outlook with Mr. W. S. Fallis, vice-president and managing-director of Sherwin-Williams Company, of Canada, Limited, Hardware and Metal was informed that 1921 is expected to be even a better business year than 1920 has been. Mr. Fallis is very optimistic and said: "We view the future with confidence and have faith in the future of Canada and its industries. Our organization is planning for the usual increase for 1921 and we expect things to move along splendidly."

Mr. Fallis believes that there is every reason why Canadians should view the season ahead with confidence. Canada has enjoyed, in a general way, one of the very best crops in its history, and he thinks there is no reason why this should not stabilize prosperity and keep things running on an even keel. It is the best of advice, Mr. Fallis states, to look forward hopefully and to take every advantage of the unique position in which Canadian tradesmen are placed. By working carefully to one's plan, there should be no evil forebodings regarding the future but all can work towards larger and better business and this is the viewpoint which should be held generally.

Drop Electric Heating Scheme

Winnipeg.—Prof. Dorsey's scheme for heating houses by electricity has been dropped by the city authorities, upon the recommendation of their light and electrical managers, who stated that Prof. Dorsey evidences no intention of giving them sufficient information of his discovery or idea to permit them to come to any useful decision.



The Luxeberry Painter Says:

"The popular slogan 'SAVE THE SURFACE AND YOU SAVE ALL' is true talk. It is why I always use and advocate Berry Brothers' Varnishes, Enamels and Stains. They stand up under hard wear, producing a more handsome and lasting surface than any other finishes I know of."

The large and always growing demand for "Berry" products is largely due to the earned friendship of the painter.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Fife Hardware Co., Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

SAVE THE SURFACE AND YOU SAVE ALL

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONTARIO

259

Why Don't You Save Too!

"We figured that after the installation had been in three or four months it had more than saved its entire cost."

So writes a prominent user of Bowser Oil Storage. Their equipment has been in use thirteen years with no operating troubles or upkeep cost.



If you are not using Bowser Storage Systems for your oils you are losing money every day.

BOWSER ESTABLISHED 1885

Systems Do Save

You can save the Bowser Way. Our literature shows how. Write for it at once.

S. F. BOWSER COMPANY, Limited
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Lonja del Comercio 427
PARIS
5 Rue Denis-Poisson
SYDNEY
6 Castlereagh Street

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, December 2.—The outstanding feature of the paint markets this week is the reduction in the price of ready-mixed paints. First quality ready-mixed paints have been reduced 50 cents per gallon; porch floor paints reduced 50 cents per gallon; second quality ready-mixed paints reduced 25 cents per gallon; flat wall paints reduced 25 cents per gallon; inside floor paints reduced 30 cents per gallon. No other changes became effective. New quotations are guaranteed against decline until July 1, but there is no guarantee against advances during this period.

An article elsewhere in this issue deals with the price reductions and also with the meeting of paint and varnish manufacturers held in Toronto this week.

Belgian Glass Continues to Arrive

Montreal.

GLASS.—Large shipments of Belgian glass continue to arrive. The building season, however, is fairly well over, and consequently dealers are buying lightly; just sorting up from time to time. Price is around 25 per cent. off list prices to retail dealers.

Tendencies Downward Still in Turpentine

Montreal.

TURPENTINE.—Prices declined this week to a lower level. Deliveries from the South are easier without any reported shortages. Buying has been light and the undertone of the market indicates a further downward movement.

Turpentine—	Imp. Gal.	
Single barrels	1 65	1 90
Small lots	1 75	2 00
(Packages extra)		

Linseed Oil Unsettled; Down and Up

Montreal.

LINSEED OIL.—As pointed out by Hardware and Metal in last week's issue prices fluctuated and went as low as $1, but it recovered rapidly. The market has been very unsettled, but the flax market has advanced, which may have a tendency to make the prices firmer. One of the best posted men in the trade states that at present he is both a bull and a bear, and will not attempt to predict the future of oil prices.

	Imp. Gal.	
Raw—		
1 to 4 barrels	1 15	1 33
Boiled—		
1 to 4 barrels	1 17½	1 35½
3 to 4 barrels	....	....
5 to 10 barrels	....	....

NOTE—The market is really a nominal one at present and quotations are subject to frequent changes.

Lead Unchanged From Last Week's Decline

Montreal.

WHITE LEAD IN OIL.—Prices following the decline of last week are unchanged on white lead in oil, with only a fair demand. Price on standard lead is $17.25 per 100 pounds in lots of five tons; $17.50 in ton lots, and $18.10 in small quantities.

No Further Change in Price of Putty

Montreal.

PUTTY.—There has been no change in the price of putty since reported last week. Sales are reported as being very fair, the movement being entirely seasonable.

Commercial Putty	5 tons	1 ton	Less than ton
Bulb barrels, 800 lbs.	$6 00	$6 25	$6 60
Bulk drums, 100 lbs.	7 00	7 25	7 60
Do., or tins, loose, 25 lbs.	7 25	7 50	7 85
Bulk tins, cased 25 lbs.	8 00	8 25	8 60
Bulk drums or tins, loose 12½ lbs.	7 50	7 75	8 10
Bulk tins, cased 12½ lbs.	8 25	8 50	8 85
Bladder barrels, 400 lbs.	8 25	8 50	8 85
Do., cases, 100 lbs.	8 50	8 75	9 40
Tins, 1 lb.	10 60	10 85	11 20

Standard Putty, 10c per 100 lbs. advance over above prices.

Pure Linseed Oil Putty, $2.50 per 100 lbs. advance over above prices.

Terms: 2% 15 days or net 60 days, f.o.b. Montreal or Ottawa.

Toronto

TORONTO, Dec. 2.—The outstanding feature this week is naturally the reduction in the price of prepared paints which goes into effect today, and manufacturers guarantee prices till July 1st next. This change is dealt with more fully elsewhere and was forecast in Hardware and Metal in previous issues.

Prices appear to have steadied on linseed oil and turpentine, and the opinion is expressed that oil is nearly at the end of its decline. Flax has firmed a little, with the close of navigation on the lakes at hand. White lead in oil, as reported last week, is at a lower leved and is holding at new prices. Rosins are inclined to be easier and show slight reduction. Fair business is reported in window glass and prices quoted are more uniform.

New Prices on Paint; Reductions from 25c to 50c

Toronto.

PREPARED PAINTS.—A reduction has been made this week in the price of prepared paints and new prices decided by the Paint and Varnish Association at a meeting held in Toronto Wednesday, December 1st. The new quotations put paint back where it was at the beginning of the present year. The first quality paints are reduced 50 cents per gallon, and second quality 25 cents. Porch and deck paints are 50 cents per gallon lower, inside floor paint 30 cents lower and flat wall paints 25 cents less. Paint manufacturers guarantee prices until July 1, 1921. The alteration is dealt with more fully elsewhere in this issue. New prices will be found in the current paint quotation pages.

White Lead in Oil Holds at Recent Change

Toronto.

WHITE LEAD IN OIL.—No further change is noted in white lead prices and prices made a week ago are in effect. Pig lead continues to decline in primary markets and English and foreign lead is being offered on American markets at lower prices than are prevailing there. Sales of this product are said to be lighter just now and dealers are anxious to keep stocks down to as low a level as possible. Quotations are as per current market pages.

Fair Demand For Putty at Present

Toronto.

PUTTY.—There is still a very fair sale for putty reported. Prices are unchanged from the decline of 50 cents per 100 pounds announced last week, and it is anticipated these prices will hold.

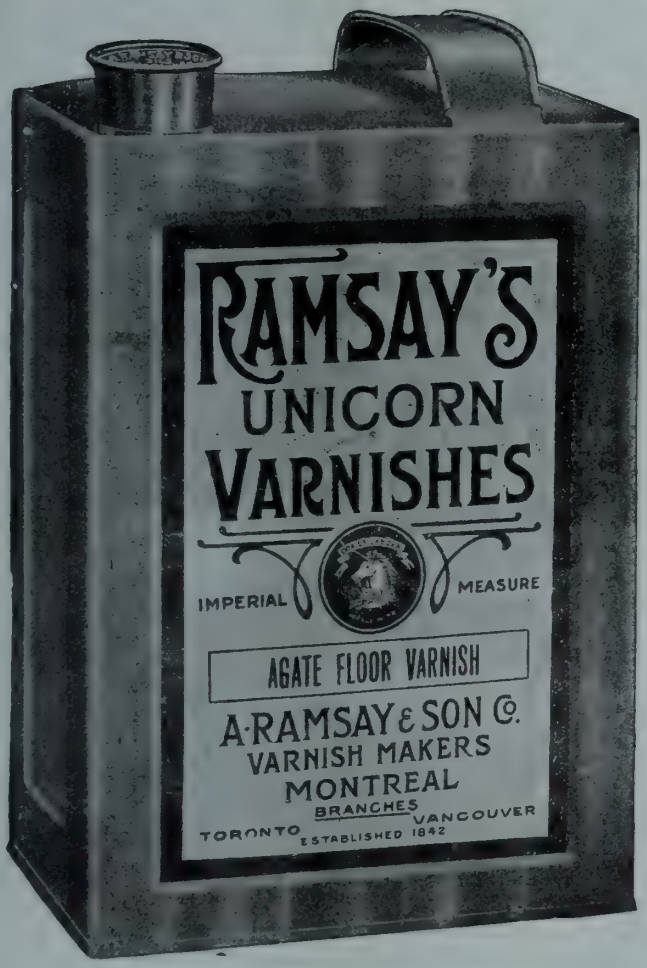
Quotations are as follows:

PUTTY—	Per 100 lbs.	
Standard in 100-lb. drums	....	8 05
Do., 25-lb. irons	....	8 30
Do., bladders in bbls.	....	9 30
Do., less quantities	....	9 55
Pure, in 100-lb. drums	....	10 55
Do., 25-lb. irons	....	10 80
Do., bladders in bbls.	....	11 80
Do., less quantities	....	12 05

Just 21 Days to Christmas

Plenty of time for your Customers to make their Homes more Cheerful

Two of the Ramsay Lines That Will Do It



"The Right Floor Varnish to Floor Varnish Right"



"The Unconquerable White"

This is your opportunity for more sales, more profit, more customers. If you are short, order by express.

A. Ramsay & Son Company

The All-Canadian Manufacturers of Paint and Varnish since 1842

Montreal

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Edmonton District:
Revillon Wholesale Limited
Edmonton

Winnipeg

Nova Scotia:
James Simmonds, Limited
Halifax, N.S.

Vancouver

Calgary District:
The McDonald-Baker Co.
818 8th Ave. W., Calgary

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Turpentine Prices Are Holding

Toronto.

TURPENTINE.—Not much change from last week is reported in turpentine, and the market is a shade more steady. The rise in exchange rates has had some effect in checking the decline, it is stated, but the demand is light at present and jobbers state that lower prices would not stimulate business to any extent. It is getting on towards the end of the year when dealers endeavor to get their stocks down as low as possible. Latest quotations are the following:

Turpentine—	Per Imp. Gal.
1 barrel lots	1 65
2 to 4 barrel lots	1 64
5 gal. lots	1 80

Linseed Oil Steadying; Prices Are Firming

Toronto.

LINSEED OIL.—There seems to be a steadier tone to linseed oil this week than has been apparent for some time. Whether the bottom of the decline has been reached or not it would be unwise to prophesy. Oil has the knack of doing what is least expected. Some believe, though, that the market has nearly reached the end of the decline, while others talk of still lower oil than present quotations. The flax market has been firmer this week, despite the fact that an extra large Argentine crop is reported. It is stated that it was the decline in other grain that took flax down with it, and price went lower than it would otherwise have done.

Present quotations on oil are as follows:

	Raw	Boiled
1 to 2 barrels, gal.	1 17	1 20
3 to 5 barrels, gal.	1 16	1 19
6 to 9 barrels, gal.	1 14	1 17

Rosins Showing Easier Tendencies

Toronto.

ROSIN.—The tendency is downwards on rosins, and a slight reduction of prices is noted. Quotations are $9 per 100 pounds in barrels and 12 cents per pound for small quantities.

Sacrificial Period for Turps is Over

DEALING with the recent tendency in turpentine prices the last issue of the Savannah Weekly Naval Stores Review and Journal of Trade states as follows:

On November 5 sales of 100 barrels spirits turpentine at $1.12 were posted at Savannah. From that day until Wednesday of this week, November 17, a period of twelve days, no sales were posted and the market was bulletined as "Nothing Doing," a condition which applied at Jacksonville until Tuesday, when 200 barrels were sold at 90 cents. On Wednesday trading was resumed at Savannah, but at a drop of 25 cents a gallon, one of the heaviest declines ever known at this season of the year, with sales posted at Savannah of 500 barrels and at Jacksonville of 892 barrels at 87 to 88 cents, but with large trading after the regular Board transactions, followed by heavy sales on Thursday and Friday, it being estimated that in all about 6,500 barrels changed hands at 87 to 89 cents, exclusive of whatever accumulations may have been handled on this basis at Brunswick and Pensacola, closed markets whose prices are based on the Savannah market. Several large buyers, in fact all of the large dealers, were included among those securing supplies at these advantageous prices, and the markets were swept clean of the offerings. On Friday the market at Savannah advanced to 92½ cents, with the Antwerp, which had been among the active bidders the previous two days, getting the small offerings, while at Jacksonville the factors disposed of such turps as they offered at 92¼ cents. The entire turpentine situation had been clarified and strengthened in a few days and the market put in a more favorable position than it has had in some time. Inquiries began to come in, with orders from consumers bare of stocks, and there were indications that the consuming trade realized that the market had gone so low, at the tail end of the season, as to be decidedly in their favor. Orders for immediate movement indicated quite plainly what reliable reports have held for some time, that a number of industries using turpentine have allowed themselves to get down almost to the last barrel before ordering.

While there were no transactions posted between November 5 and November 17, it is learned that there were transactions being quietly consummated from day to day, with turpentine being gradually sold down from $1.05 to 90 cents, with one large importing concern, James Watt & Son, Inc., it is estimated getting together anywhere from 3,500 to 5,000 barrels in this quiet trading. The total sales made in this way and those consummated this week are estimated at between 12,000 and 15,000 barrels, so that the markets have been largely relieved of spirits, only such stuff being yet available as is held strongly in tanks, and no great quantity of this. Reports were to the effect that two or three wealthy investors stood ready to take some thousands of casks turpentine if they could get it around the present basis, but the indications were all against them being able to make a "killing" at this time. With receipts rapidly getting to the point where they are very small from day to day for three months or more, the sacrificial period for turpentine is over. Unsupplied needs of consumers must be great when the long period between now and the new crop movement is considered and those so fortunate as to get in the cheap stuff this week would seem to have some very substantial profits in store for them.

Judicious Use of Paint Will Help General Prosperity

Speaking of conditions and prospects in the paint industry, George Henderson, president of Brandram-Henderson, Limited, says:

With regard to the paint industry, if the public will consider its own interest from a purely practical point of view, it is felt that the policies adopted towards the inevitable final re-adjustment will not be unduly accelerated by any stampede towards lower prices, but that a healthy adjustment will take place over a very reasonable duration of time.

The public must realize that present day prices are due, among other things, to the high cost of raw materials, the very heavily advancing cost of labor, together with the heavy increase in cost of maintenance, and if gradual, though steady, reduction can take place in these costs, it is the only way in which a healthy re-adjustment can take place.

The public can do more towards maintaining stable conditions than possibly it realizes. If all property is kept in a state of preservation by the judicious use of paint and varnish, it cannot fail to have its effect on general prosperity by doing its part in protecting property values.

German Goods Replacing Canadian in British Market

Ottawa.—That German manufacturers are already beginning to supply the people of Great Britain with many lines of manufactured goods with which Canada has been supplying the Mother Country since the armistice is a statement made in a report received by the Department of Trade and Commerce from Mr. Harrison Watson, Canadian Trade Commissioner, with headquarters in London.

Mr. Watson states that "complaints that United Kingdom manufacturers are again being subjected to unfair competition owing to the price at which the exchange position enables Germans to sell goods have been voiced recently from many industrial centres, combined with complaints that the Government is still postponing the introduction of the bill which was promised to protect key industries and prevent dumping."

A table giving official details of the importations by Great Britain of manufactured goods from Germany, incorporated in Mr. Watson's report, shows that for the period mentioned the value of such imported German goods exceeded eighty million dollars. The items include leather goods, paper, motor cars, furs and skins and other articles manufactured in Canada.

SHER-WILL-LAC



The *SHERWIN-WILLIAMS* Varnish Stain

A Sherwin-Williams Product. A combination of transparent stain and varnish that restores **in one operation,** the good looks of old scarred floors, shabby furniture and dingy interior woodwork.

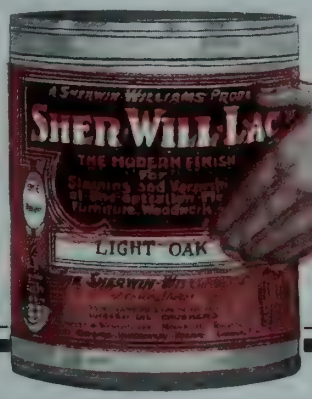
The quality of Sher-Will-Lac is guaranteed by the "Cover The Earth" Trade Mark — the world-famous brand of better paints and varnishes.

Our free sample and cumulative discount plans will interest you. They are sure sales winners and enable you to build up a really satisfactory business. Write us for details.

If our representative has not already called upon you write us for full particulars.



"Save the surface and you save all" Paint & Varnish



THE SHERWIN-WILLIAMS CO.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N. S., LONDON, ENG.

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CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps			$ 7.00
22 Short		$10.00	10.70
22 S. Mush			11.50
22 Long		12 00	15 00
22 L. Mush.			16.00
22 L.D. do.			18.70
22 L. Rifle.		14 00	17 50
25 Short	$23 50		
32 Short	23 50		
32/30			70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.			42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/30			70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40			84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Ross			209 00
25/35			125 50
30/30			144 50
303 Savage.			144.50
303 British.			199 00
32/40			121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
35 Rem. Rim.			159 50
351 Self Ldg.			121 50
38/55			152 00
45/70-405	133 00		

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Bench — No. 2, doz.	$22 00
No. 3, doz.	24 75
No. 4, doz.	26 95
No. 5, doz.	29 70
No. 6, doz.	33 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 6½%.

Standard Quality, 6½%, 10%.

Side Lace Leather, lb. $2.00.

Cut Lace Leather, lb., $2.40-$2.85.

F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	13/16	$12.00
4/16	6.00	10/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/10	30.00
17/16	12.00	52/16	30.00

Discounts from Standard List prices:

Beaver, 15%.

Gilmour Auger Bits, net.

Gilmour Eye Augers, add 10%.

Irwin Auger Bits, list plus 20%.

Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—13 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz.	$14 00

BOARDS, SLEEVE—

No. 3 dozen	$7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	
Supreme Zinc	6 50
Western King (enamel)	9 50

F.O.B. Newmarket.

Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.

Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.

Machine Bolts, 7-16 in. dia. and larger, list plus 10%.

Sleigh Shoe Bolts, all sizes, list plus 10%.

Coach and Lag Screws, 15%.

Square Head Blank Bolts, list plus 10%.

Bolt Ends, list plus 10%.

Plow Bolts, 1, 2, 3 heads, net list.

Plow Bolts, others, list plus 20%.

Elevator Bolts, large heaad, list plus 10%.

Elevator Bolts, corrugated heads, 20%.

Fancy Head Bolts, list plus 10%.

Shaft Bolts ($3 list), list plus 10%.

Step Bolts, large head ($3 list), list plus 10%.

Whiffletree Bolts, list plus 10%.

Nuts, 2 in., and smaller, square Blank, add to list $2.25.

Nuts, 2 in. and smaller, square Tapped, add to list $2.75.

Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.

Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.

Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 11c-12c

F.O.B. Montreal, London, Toronto.

BRASS

	Base
base, Montreal	0 30
Do., Toronto	0 32
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 29
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 39

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS

	Wrought Steel:—
No. 840	add 20%
No. 800	add 25%
No. 838	add 12½%
No. 808	add 10%
No. 804	add 7½%
Nos. 802, 842, 844	add 25%
No. 810	add 57½%
No. 814	add 62½%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement prices withdrawn. See market reports.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12.25 to $13.50; No. 1, $12.25 to $13.50; No. 2, $13.35 to $15; No. 3, $14.35 to $16.50; No. 4, $16.40 to $19.50; No. 5, $19.50 to $22.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning each	1 90
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	15 00
No. 5	18 00
No. 6	21 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal. Toronto, London.

COBBLER SETS

Common, per set	$1 35

CLOTHES LINE REELS

	Doz. net
No. 3	$21 00
No. 3½	22 95
No. 4	29 50

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$24 00	$
¼ in.	21 70	
5-16 in.	18 20	19 40
⅜ in.	13 85	16.55
7-16 in.	13 50	16 15
½ in.	13 15	15 75
⅝ in.	12 60	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

Electric Welded

	Proof	B.B.B.
⅛ in.	$22 30	
3-16 in.	18 65	24 45
¼ in.	17 25	22 55
5-16 in.	14 85	18 80
⅜ in.	12 20	
7-16 in.	11 85	
½ in.	11 50	
⅝ in.	11 05	
¾ in.	10 80	

F.o.b. Montreal, Toronto.

Cow ties, plus 40%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.50 doz. net; breast chains, No. 220, ... dozen pairs.

F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

Casting ingot, see weekly report.

	Mont. Base	Toronto Base
Rods, ½ to 2 in.	0 36	0 37
Soft sheets, plain, 16 oz. and heavier, lb.	0 38	0 40
Plain Tinned, 16 oz. and heavier, lb.	0 42	....
Polished and Tinned, 16 oz. and heavier, lb.	0 46	0 50
Tubing, lb.	0 44	0 42

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 88
No. 7, lb.	0 87
Nos. 8, 9, 10, 12	0 86

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz.	
2 ft. 10 in., doz.	
3 ft. x 7, doz.	

Prices withdrawn

DRILLS

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

HARRIS HEAVY PRESSURE

The Distinctive Babbitt

As Hard and Tough as
AN EGYPTIAN MUMMY'S SKIN
Round in Shape, Copper Coated



Put out and guaranteed by a Firm with a metal experience of over one-third of a century, and whose guarantee means something.

DEMAND THIS CAKE FROM YOUR JOBBER.

If your jobber cannot supply you

ORDER FROM OUR NEAREST FACTORY

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

Make Attractive Displays of Skates for Xmas

DON'T let people wait to see if this is going to be a hard, cold winter.

Get them thinking about skates—talking about skates—enquiring about skates—in advance of actual skating weather.

Make attractive window displays of Automobile Skates and secure your full share of the Christmas "gift" business.

The earlier you get after the skate business the more skates you will sell. A good, hard drive for Christmas trade, now, will net you more profits and assure a more thorough clean-up of your skate stock.

Right now is none too early to start making plans.

C.C.M. heat treatment gives glass-hard running edge combined with a tough core which makes blades practically unbreakable. Heavily nickel-plated over copper to prevent rust.

CANADA CYCLE & MOTOR CO. LIMITED
C·C·M
WESTON MONTREAL · WINNIPEG VANCOUVER

Automobile Skates

Made in Canada by
Canada Cycle & Motor Co.
Limited
WESTON
Montreal, Toronto,
Winnipeg, Vancouver

If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 27½ to 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer	50
Nov. 1, 1899	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, plus 10%; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 75	0 85
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES

	Per 100 lbs.
Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 10

GRIND STONE FIXTURES

	Doz.
No. 22	$11.55
No. 33	11 95
No. 2½	13 65
No. 3	14 30

F.o.b. Toronto.

HALTERS, LEATHER

	Doz.
Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE

	Doz.
Sisal, 7-16 in.	$25 00
Do., 9-16 in.	38 00
Jute, 7-16 in.	25 00
Do., 9-16 in.	38 00

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$28 25
3-4½ lbs.	25 00
5 lbs. and over	20 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$20 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$14 00
No. 30, 1¼-lb.	15 00

HANDLE (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	$7 35
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount, 22% to 27%.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	18 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, SPRING

No. 200, per doz.	$2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$21 00
Corrugated, ⅝ in., 100 ft.	24 00
Corrugated, ¾ in.	28 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

26 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS (SAD)

Potts, No. 55, pol., per set	$2 55
Potts, No. 250, n.p., per set	2 65
Potts handles, japd., doz.	2 40
Common, plain, 4 and 5 lbs.	18 40
Do., 6 lbs. and up	14 45

F.o.b. Montreal, Toronto, Hamilton, London.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 48
Shelf Lock, 4 to 8 ft. only	0 36
Shelf Lock, 10, 12 and 14 ft.	0 56
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long

1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 50

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$2 70
Steel Thumb, No. 3	3 50
Steel Thumb No. 4	5 25
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00

List, each

Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14.25
Pick, doz.	14.25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS Doz. Net

Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	6 30
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 35
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London: Hamilton, Milton, $6.25 base; Toronto, $6.40.

F.o.b. Montreal, $6.40 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.90; London, $7.50 base; Toronto, $7.35.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.

An Economical Substitute FOR SHELLAC



THE well-nigh prohibitive price of shellacs has created a demand for a safe and economical substitute.

The largest organization of industrial chemists in the world has produced KWIC-LAC for this purpose. KWIC-LAC has proved that it is a safe and economical substitute for shellac on every type of surface, consisting of special gums, cut in denatured alcohol. It has all the characteristics of shellac in drying and when sanded will not gum-up.

KWIC-LAC

WHITE and ORANGE

—are members of the Flint Architectural Finish Family and possess the same high quality that characterizes all Flint Products, which are made according to time-tested and proven formulas at our own modern factory at Toronto.

Write to-day for interesting literature on wood finishing and ask for our agent's proposition.

FLINT ARCHITECTURAL VARNISHES

Flexiflint Finish Exterior
Flexiflint Finish Interior
Flexiflint Floor Varnish
Flexiflint Flat Varnish
Flexiflint Liquid Wood Filler
Flexiflint Cabinet Finishing and Rubbing Varnish
Flintsatin Floor Finish
Flintsatin Finish Interior

FLINT VARNISH & COLOR WORKS
OF CANADA LIMITED
owned and operated by
CANADIAN EXPLOSIVES LIMITED
HEAD OFFICE
MONTREAL
TORONTO · WINNIPEG · VANCOUVER
· SUDBURY · HALIFAX ·

VARNISHES FLINT PAINTS STAINS COLORS

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand Per 25-lb.box
Capewell—	
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting. 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—	
Special No. 1	21 00
U.S. Navy	22 00
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal.	0 29½
Palacine, gal.	0 32½
Gasoline, net, gal.	0 42

Above prices net.

	Gallon
Black oil (summer)	0 26.6
Black oil (winter)	0 27.1
Imperial Kerosene, tractor	1 50
Capital, cylinder	0 98.1
Machine oil, regular grades	0 61.6
Imperial gas engine oil	0 62.6
Paraffine	0 42.6

List, less 15% on above.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel oil, bbls., net	0 19
Fuel oil, tank cars, net	0 17

Prices shown are barrel oasis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 85	1 85
Do., No. 2, Anchor	1 50	1 50
Dry Fibre No. 2, Elephant		1 50
Tarred Fibre, No. 1 Anchor	1 95	1 95
Do., No. 2, Anchor	1 70	1 70
Elephant Brand, tarred, No. 2		1 70
Surprise Fibre	1 55	1 55
Stag Sheathing	1 55	1 55
Cyclone, dry	1 85	1 85
Cyclone (tarred)	1 95	1 95
Joliette Sheathing	1 50	1 50
Do., tarred	1 70	1 70
	Per 100 lbs.	
Monarch Sheathing, white	10	50
Do., gray	9	75
Straw Sheathing, heavy, dry	8	05
Spruce Sheathing, 36" and 72" wide	11	75
Asbestos Sheathing	13	50
Carpet Felt	9	00
Tarred Felt, 7, 10 and 16 oz.	6	05

F.o.b. Toronto and Montreal.

PASTE Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 15
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	13 00
6 to 7 lbs., doz.	13 50	14 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	$2 10
4 gross (cartons), 4-in.	2 10
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 31	7 41	5 91	8 01
⅜ in..	5 31	7 41	5 91	8 01
½ in..	7 10	8 63	7 95	9 48
¾ in..	8 80	10 87	9 95	12 02
1 in..	13 01	16 07	14 71	17 77
1¼ in..	17 60	21 74	19 90	24 04
1½ in..	21 04	25 99	23 79	28 74
2 in..	28 31	34 97	32 01	38 67
2½ in..	44 75	55 28	.....	.....
3 in..	58 52	72 29	.....	.....
3½ in..	74 06	90 62	.....	.....
4 in..	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$32 01	$38 67	$35 71	$42 37
2½ in..	48 26	58 79	54 11	64 64
3 in..	63 11	76 88	70 76	84 53
3½ in..	75 90	92 46	85 10	101 66
4 in..	89 93	109 55	100 83	120 45
4½ in..	1 05	1 29	1 30	1 54
5 in..	1 22	1 50	1 52	1 80
6 in..	1 58	1 95	1 97	2 33
7 in..	2 06	2 53	2 53	3 01
8L in..	2 16	2 66	2 66	3 16
8 in..	2 49	3 07	3 07	3 64
9 in..	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in..	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)	Plain	List
2 in., in 10-ft. lengths, list.	$ 8	00
3 in., in 10-ft. lengths, list.	9	70
4 in., in 10-ft. lengths, list.	12	80
5 in., in 10-ft. lengths, list.	17	50
6 in., in 10-ft. lengths, list.	21	30

Add 25% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in. ..... Net

Medium and extra heavy pipe, 2, 3, 5 and 6 ..... Plus 10%

Medium and extra heavy fittings, 2 to 6 inch 20%

8 inch pipe and fittings... Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN	
King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal, Montreal, Toronto

Do., 60 sheets	13 25	....
Ordinary, 52 sheets	$13 00	....

PLATES, COKE, TIN	Tor. Per box	Mont.
IC, 20x28, 112 sheets	25	00
IX, 20x28, 112 sheets	28	00
IXX, 20x28, 112 sheets	31	00
IXXX, 20x28, 56 sheets	16	00

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE	
IC, 20x28, 112 sheets	$24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net. Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 80	$4 50
No. 3	4 20	5 20
No. 4	5 00	5 65
	Each	
No. 70	7 75	
No. 80	10 00	

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, add 15%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10

	Mont.	Toronto
Everlastic, 1 ply	$2 30	$2 30
Everlastic, 2 ply	2 85	2 85
Everlastic, 3 ply	3 35	3 35
Panamoid, 1 ply	2 20	2 15
Panamoid, 2 ply	2 70	2 65
Panamoid, 3 ply	3 20	3 10
Red Star, 2 ply	2 33	2 38
Red Star, 3 ply	2 75	2 80
Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.	0 60	
In ½ bbls., per gal.	0 65	
In 5s and 10s	0 70	
1 gal. cans, per doz.	9 00	

F.o.b. Toronto, Montreal and Hamilton.

ROPE	
Pure Manila basis	0 31
Beaver Manila basis	0 24
New Zealand hemp basis	0 24
Sisal basis	0 21

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 8-16 in., 2½c extra.

Single lathe yarn basis	0 21
Double lath yarn	0 21½
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	0 73
Do., 5-32 in.	0 71
Do., 3-16 in.	0 65
Do., ¼ in. and up	0 63

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—	Each
263—50 ft. Challenge, Steel	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85
	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% off list.

F.o.b. Montreal and Toronto.

SCALES Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

Little Visits

Beatty Bros. Limited Bulletin

With BT Dealers



Has Sold 243 Time Savers in Two Years

An average of more than ten Time Savers a month for two years is the record of Mr. G. A. McMurtry of St. Thomas.

This wonderful showing is the result of aggressive sales efforts, good salesmanship and service to every customer.

He is noted for his window displays -- one of which is shown above. He is a great believer in newspaper advertising and carries space in the local papers consistently. An ad which pulled many inquiries and led to several sales of Time Savers is shown on this page. In the actual sale of the machine he would be hard to beat. When a customer has had a demonstration from Mr. McMurtry she thoroughly understands the Time Saver's good points !



Mr. McMurtry believes in local paper advertising --and there is nothing more helpful. The original of the above was 9 in. x 9 in.

The motor, the strongly braced legs, the Cypress tub, the raise and lower dolly, the solid iron bed plate, the simplicity and ease of operation --all are carefully covered by Mr. McMurtry in his presentation of the Time Saver to a customer.

And--he sees that every machine gives satisfaction in actual use. This is undoubtedly responsible for many of his orders.

Mr. McMurtry sells against the opposition of a Hydro Shop and another Hardware Store -- and he has sold 243 Time Savers in a city of 14,000 population.

We take off our hats to Mr. McMurtry and also feel proud that we are able to make a machine on which he is able to build--and is building--such splendid sales.

Sell the Time Saver

This is the ideal time to start selling the Time Saver.

Extra sales effort at this season of the year is particularly profitable.

Show the Time Saver in your window. Advertise it in your local paper--we can supply you with suitable cuts all ready to insert.



The interior of G. A. McMurtry Hardware Co. St. Thomas, Ont.

As A Christmas Gift

Show a slide--which we can supply--at the local "movie."

Ask about our Special Washer Salesmen who will be glad to co-operate with you by putting on displays and calling on good prospects.

The Time Saver is the best Christmas gift that can be given to a wife or mother. Get *your* share of this business -- *this Christmas.*

BEATTY BROS. LIMITED

Fergus, Ont. London, Ont. Montreal St. John, N.B.
Winnipeg Edmonton Vancouver London, Eng.

If interested tear out this page and place with letters to be answered.

SCREWS, IRON BENCH

1 in.	$16 70
1⅛ in.	24 25
1½ in.	25 25

SCYTHES Doz.

Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS Doz.

00 Patent	$18 10
1 loop	17 40
2 loops	16 65
3 loops	15 20
Bush	18 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$13 00	$13 00
26 gauge	12 75	12 95
24 gauge	12 15	12 35
22 gauge	11 80	11 90
20 gauge	.....	11 75
18 and 20 ga.	11 35	.....

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB

Dowswell, doz.	$52 00
Reversible Drip, each	$2 25

STAPLES (Fence—Galvanized)

Bright	$6 65
Galvd.	7 65

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3-burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30% off list.

McClary Glass Front Oven No. 70, each, net	5 00
Detroit Glass Front Oven, No. 85, each, net	....
Hot Blast	Plus %

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.
Hot Blast ..... Plus 10%
80% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b. b.	$ 62 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	47 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b	58 00
Grand Rapids, jap., cyco b.b.	52 00
Parlor Queen, nick., cyco b.b	64 00
Princess, nick., cyco b.b.	60 00
Standard, jap. fittings	48 00
Universal, Jap., cyco bear.	50 00
Universal, nick., cyco bear.	66 00

F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, nickeled	$124 00
Household, japanned	110 00
Superba, nickeled	140 00

SWINGS, Ontario $10 00

TACKS Discount

Wire Tacks	60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.	60 and 15%
Double-pointed tacks	65-10%
Shoe findings	Net list

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 80
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
	%	%	%
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	add 25% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER per ft.

500 feet	$0 17¾
550 feet	0 19¼
600 feet	0 20¾
650 feet	0 21¾

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	$0 62
Cones, 3-ply, lb.	0 57
Do., 4-ply, lb.	0 61

VALVES AND COCKS

Compression work—Standard	25%
High grade	24%
Fuller work—Standard	30%
Basin cocks, No. 0—Standard	23%
Nos. 1 and 2	23%
Bath Cocks—Compression	25%
Flatway stop and waste cocks, Standard	25%
Roundway stop and waste cocks Standard	32%
Brass steam cocks, stand. add	10%
Radiator valves—Standard	15%
Do., removable seat	10%
Globe, angle and check valves, standard	add 5%
Gate or Straightway	Net
Jenkins Gate Valve	10%
Standard Gate	list plus 5%
Jenkins Globe	list plus 20%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves

Gate Valves	5/2½%
Regrinding Valves	Plus 5%
Swing Check Valves	Plus 7½%
Compodisk Valves	Net

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 60%
Copper Tea and Coffee Pots, list, plus 60%
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs.	$5 10	$6 00	$7 00
Section, ½ lb., per 100 lbs.	5 50	6 60	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	5 40	6 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0-8	Base
No. 9	0 10
No. 10	0 15
No. 11	0 25
No. 12	0 30
No. 13	0 50
No. 14	0 60
No. 15	0 85
No. 16	1 30
Annealing, extra	0 25
Coppering, extra	0 75-0 90
Bright base	6 00
Annealed base	6 25

Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 30c.

Stovepipe Wire

No. 18	$10 00
No. 19	10 50

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 25% Canadian pattern: 20% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$127 00
Dom. Bench, No. 541EB.	174 00
Favorite, No. 511E	117 00
Favorite, No. 512	124 00
Royal Canadian, No. 151	102 00
Favorite, No. 514	145 00
Ottawa, No. 331E	115 00
Ottawa Branch, No. 341EB.	162 00
Challenge, No. 311E	105 00
Warranty	18 00
Bicycle	115 00
Eze	110 00
Rapid	100 00

Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London.
Stove Pipe Thimbles, 40%.

TINKER TOM'S TALKS.

Talk No. 288

WE REPEAT:—

If your jobber is short the item of Galvanized Sheets you need, gently remind him that we carry a big assorted stock of

PREMIER

MADE-IN-CANADA

for direct shipment on his account.

That's what the stock's for.

TINKER TOM



If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	..-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	..-30
Golden ocre, 100-lb. kegs	..-09
White ochre, 100-lb. keg	..-06
Do., barrels	..-05
Yellow ochre, barrels	04-05½
French ochre, barrels	..-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	7 50
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	..-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00
Discount.	

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 65
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 30%; London, 30%; Montreal 20 to 20/5%
Cut size sheet glass, 40/10% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, 12½c ½-lb. pkge.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are $5c per 100 lbs. higher than quoted below. F.O.B. Brantford, 40c. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 75	$18 20
Champion, Pure	17 75	18 20
Crown Diamond, Pure	17 75	18 20
Green Seal	17 75	18 20
Ramsay's Pure	17 75	18 20
Moore's Pure	17 75	18 20
Tiger, Pure	17 75	18 20
O.P.W. Dec. Pure	17 75	18 20
Red Seal	17 75	18 20
O.P.W. English	17 75	18 45
Elephant Genuine	18 25	18 70

B. B. Genuine Lead, less than tons, Montreal, $20.75; Toronto, $21.25.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	....
10s	0 35	....
5s	0 36	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING
Bronzing liquid, No. 1 .. $1.55-$2.15
Banana oil, gal. 4.50- 7.00
F.o.b. Montreal, Toronto

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant white	$4 95
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	5 05
C. P. Co., pure, colors	4 80
B.-H. English, colors	4 80
B.-H. English, white	5 05
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	4 20
B.-H. Porch Floor	4 80
Crown Diamond, white	4 80
Crown Diamond, colors	4 55
Crown Diamond, floor	4 20
Crown Diamond, porch	4 50
Do., Flat Wall Tone, white	3 85
Do., colors	3 75
Moore's House Colors, white	5 00
Moore's House Colors, colors	4 80
Moore's Preservo Paint, white	3 95
Do., colors	3 75
Moore's Floor Paint	3 90
Moore's Sani-Flat	3 85
Moore's Porch and Deck Paint	5 00
I.V. Elastica, white	4 70
I.V. Elastica, colors	4 45
I.V. Flatine, white	3 85
I.V. Flatine, colors	3 75
Jamieson's Crown Anchor	4 55
O.P.W. Canada Brand, white	4 80
O.P.W. Canada Brand, colors	4 50
O.P.W. Canada Brand, floor	4 20
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 90
Ramsay's Pure, colors	4 65
Ramsay's floor	4 20
Glidden's white	5 05
Glidden's colors	4 80
Martin-Seniour, 100%, white	5 05
Martin-Senour, 100%, colors	4 80
Martin-Senour, Porch Paint	4 80
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour's Floor Paint	4 20
Sherwin-Williams, white	5 05
Sherwin-Williams, colors	4 80
Sherwin-Williams, floor	4 20
Sherwin-Williams, porch paint	4 80
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	5 05
Lowe Bros., H.S., color	4 80
Lowe Bros., hard drying floor	4 20
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	5 05
Maple Leaf, colors	4 80
Maple Leaf, floor	4 45
Pearcy's Prepared, colors	4 50
Pearcy's Prepared, white	4 75
Pearcy's Prepared, floor	4 25

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	10 75	10 75
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal.	0 75	0 75
1s (case 12 gals.)	9 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Halif-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa.
Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$9 00
Less, per lb.	0 12

SHELLAC

	Pure white	Pure orange
Per bbl.	$7 75	7 00
Gal. jugs	7 00	6 50

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal.	cans
Stove pipe, ½ pts.—		Per doz.
B.H.		$2 30
O.P.W.		1 60
Anchor		1 40

No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.

B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 25
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 00
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20
C. D. Wall Coating, white		9 60
Do., colors		9 60

WASTE

Cream, Polishing	$0 26

WHITE

XXX	0 21½	XXX	0 23
XX	0 19½	XX, grad	0 21½
X	0 18½	XLCR	0 20
XC	0 17½	X Empire	0 18½
		X Press.	0 16½

COLORED

No. 8	0 11	Fancy	0 18
No. 1	0 15	Lion	0 16
No. 7	0 14	Standard	0 14
No. 1A	0 13	Popular	0 12
No. 1B	0 12	Keen	0 10

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING
Gilders, bolted, in bbls. 2 25
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal
In five gallons	$3 15
Methylated Spirits	2 55

F.o.b. Montreal, Toronto, London

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

UNION TRANSIT CO.

FREIGHT CONTRACTORS
STEAMSHIP AGENTS
INSURANCE BROKERS
WAREHOUSEKEEPERS AND
DISTRIBUTING AGENTS

ALLOW US TO CO-OPERATE WITH YOU IN YOUR EFFORTS TO DEVELOP TRADE WITHIN THE EMPIRE.

We are TRANSPORT SPECIALISTS and our combination of facilities enables us to undertake the handling of all classes of Transport Business on the BEST POSSIBLE TERMS CONSISTENT WITH EFFICIENT SERVICE.

CHIEF OFFICE:
381 ARGYLE ST., GLASGOW.

Cables and Telegrams: TRANSIT, GLASGOW.
Codes: { Western Union, Scott's (10th Edition). Marconi, A.B.C. (4th & 5th Editions)

Window S RED Glass

Also Plate, Figured, Bent, and Ornamental Glass

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited
Don Roadway Toronto

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.



If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Leamok List	Smkless List
BB caps			$ 7 00
22 Short		$10 00	10 70
22 S. Mush.			11 50
22 Long		12 00	15 00
22 L. Mush.			16 00
22 L.D. do.			18 70
22 L. Rifle		14 00	17 50
25 Short	$23 50		
32 Short	23 50		
25/20			70 00
25 Colt Auto.			58 00
30 Mauser			91 00
32 S. & W.			42 00
32 S. Colt	38 50		
32 Colt Auto.			63 00
32/30			70 00
38 S. & W.			54 50
44 G. Getter			66 50
44/40			84 00
455 Target			85 00
250 Sav. H.P.			160 00
280 Rose			209 00
25/35			125 50
30/30			144 50
303 Savage			144 50
303 British			190 00
32/40			121 50
32 Special			144 50
32 Rem. Rim.			144 50
33 Win.			190 00
35 Rem. Rim.			159 50
351 Self Ldg.			121 50
38/55			152 00
45/70-405	133 00		

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.

Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.

Farriers Clip Horn, 30c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ..... 40% on list

Gilmour ..... 10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $7.30 base. Round and square over 2 in., up to and including 3 in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.80 base. Rounds over 3 in. to 6 in., $7.30 base.

base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.50 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the

BOARD, BEAVER

Per M ft.

1,000 ft. lots	$54 00
5,000 ft. lots	55 00

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	5 50
20 oz.	7 00

CHAIN

Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.

B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.

Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power—No. 0, $14.03; No. 1, $14.03; No. 2, $15.30; No. 3, $16.58; No. 4, $21.68.

Hand—No. 0, $11.48; No. 1, $11.48; No. 2, $12.75; No. 3, $14.03; No. 4, $16.58.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE

Each

Stewart, No. 1 ..... $10 88

Hand, Newmarket 3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE

	Doz.
50 foot	$4 50
100 foot	8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ..... $0 90 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.88; 10 in., $8.55; 12 in., $9.90; 15 in., $13.95.

Conductor pipe, 2 in., per 100 ft., $9.45; 3 in., $11.48; 4 in., $15.63; 5 in., $20.35.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under	45%

FRY PANS

	Each
Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN

	Doz
Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.60; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.

Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.

Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HORSESHOES

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	3-ply	Per 100 ft Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$13 80
28 Am. or 26 Eng.	13 45
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 6 and over, 16½c per lb; 4 and 5 lbs., 21c per lb.

Mrs. Potts' No. 55, set	$2 90
Mrs. Potts' No. 50, set	3 05

Mrs. Potts' common sad iron handles, $2.78 dozen. Mrs. Potts' improved, $3.75 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS

Cold Blast	
No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz
102	$2 63
103	2 78
104	3 15
Barn Door	
5	3 45
8	3 90
9	5 65

LEAD PIPE, $15.21.

LEAD WASTE, $16.11.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.60.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS

Pick, $15.25; cutter, $15.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$ 12 00		$12 75
Empress		14 25	15 00
Daisy		8 75	9 50
Star		7 40	7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.65 base; Winnipeg, $7.35. Cut, f.o.b. Winnipeg, $8.15.

NAILS, HORSE

	Capewell	New Peerless
4		$7 75
5	$5.50	5 75
6	5 75	5 50
7	5 50	5 25
8	5 25	5 00
9	4 50	4 75

NETTING—POULTRY

1 in. mesh x 24 in.	$6 61
30 in.	8 92
36 in.	10 50

"Save the surface and you save all" *Paint & Varnish*

Stephens'

REGISTERED TRADE MARK



Silkstone Flat Wall Colours

For beautifying homes all the year round. Silkstone is not merely a "spring re-decorator," but an all-the-year staple that housewives are buying for the home whenever the spirit moves them to "do the walls."

The housewife is "sold" on Silkstone because she knows that it is cheaper than wall paper and can be washed without rubbing off. The soft, silky finish has an appeal for the home-lover. Silkstone out-wears all other wall coverings.

The economical side of Silkstone; its beauty and its durability and gratifying service are all factors in the splendid sales it enjoys. It sells profitably—learn what's in it for you in an agency.

Ask for Colour Cards and other Literature

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS
Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—

	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60¼
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED
(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15
Ramsay's White	5 55
Do., colors	5 30
Dultone, White	4 25
Do., colors	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 65
Sunrise	1 50
Anchor, tarred	1 35
O.K. tarred	1 35
Tarred Felt	6 75

PICKS, CLAY
5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT
Buttweld,

Per 100 ft. Blk.	Blk.	Steel Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 10
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl. $6 00

PLATES, CANADA
18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $13.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 85
o. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON
No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS
Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS
Iron rivets, 20%; copper, No. 8, 64c; No. 10, 69c; No. 12, 74c.

ROPE
British Manila—9-16 in., ¼ in., 5-16 in., 29¼c; ⅜ in., 28¾c; 7-16 in., ½ in., 9-16 in., 28¼c; ⅝ in., 27¾c; ¾ and larger, 27¼c.
Pure Manila—¼ in., 5-16 in., 36¼c; ⅜ in., 35¾c; 7-16 in., ½ in., 35¼c; ⅝ in., 34¾c; ¾ and larger, 34¼c.
Sisal—¼ in., 5-16 in., 25¾c; ⅜ in., 25¼c; 7-16 in., ½ in., 9-16 in., 24¾c; ⅝ in., 24¼c; ¾ and larger, 23¾c.
Lath yarn, 23¾c.
Lath yarn, 24¼c.
Cotton Rope—3-16 in., 70c; ¼ in. and up, 69c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 76	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.
Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$
Bush	20 50
Excelsior	
Cast	20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $18.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS Each

Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET
See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM Doz.

Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT
Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, $6.90, Fort William, $7.60 Winnipeg; galvanized staples, $6.55 Fort William, ... Winnipeg.

STEEL
Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $7.30 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.55 base. Round and square, over 2 in. and including 3 in., flat over ¼ and up to 6 in. wide, $6.80 base; round over 3 in. to 6 in., $7.30 base. Band steel, $6.55 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 65% list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—

	Victor Doz.	H. & N. Doz.	Jump Doz.
No. 0	$2 40	$	$
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE
See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 60
Cotton, 3-ply, balls	0 62
Cotton, 4-ply, cones	0 68
Cotton, 4-ply, balls	0 70

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—
Scotch Grey Graniteware.
Colonial Imperial, Pearl, list plus 2½% advance.
Premier, Canada, Diamond, plus 40%
Whitewear, 22½% off.
Japanned Ware, list, plus 45%
Japanned Ware, white, list plus 57½%
Japanned Sprinklers, list plus 45%.
Stamped Ware, plain, 20-10-2½% discount.
Stamped Ware, retinned, 15-5-5%
Pieced Tinware, ordinary, list plus 90%
Pieced Tinware, copper bottoms, list plus 105%
Sheetiron Ware, list plus 72½%.
Light Galvanized Pails, plus 72½%
Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$22 50	$23 00
¼ in.	19 80	20 30
5/16 in.	18 60	19 10
⅜ in.	17 25	17 75
7/16 in.	16 20	16 70
½ in.	15 60	16 10
9/16 in.	15 45	15 95
⅝ in.	15 30	15 80
¾ in.	15 15	15 65
⅞ in.	15 00	15 50
1 in.	15 00	15 50
1⅛ in.	15 00	15 50
1¼ in.	15 30	15 80
1⅜ in.	15 30	15 80

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB
Lyman, 4-point, $6.35 Winnipeg; Glidden Cattle, 2-pt., $6.15 Winnipeg; Baker, 2-pt., $6.05 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No 12, $7.05.
Patented screen in 100-ft. rolls $3.56 per 100 sq. ft.; in 50-foot rolls, $3.50 per 100 sq. ft.

WIRE — PLAIN
Bale ties, 14-gauge, single loop, $8.65 Winnipeg, $8.00 Fort William.
Brass snare wire, per lb., 90c.

WIRE — ANNEALED
No. 9, $7.70; No. 10, $7.75; No. 12, $7.90; No. 14, $8.20; No. 15, $8.45; No. 16, $8.90 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
16-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	
12 inch	
15 inch	
18 inch	

WRENCHES—PIPE
Trima—27½% off list.
Stillson—20% off list.

	—Dozen— Black	N. P.
Always Ready		
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES

	Doz.
Universal	$49 50
New Eze	82 50
Regent	75 00

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

MADE IN CANADA

BUFFALO OILS

Special Cylinder Oil for Steam Engines
Harness Oil Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.



These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

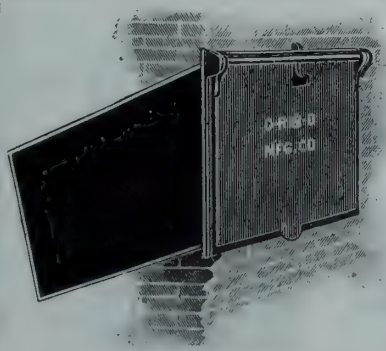
PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
Winnipeg, Man.

The Advertiser would like to know where you saw his advertisement—tell him.



O-Rib-O

Square Coal Chute

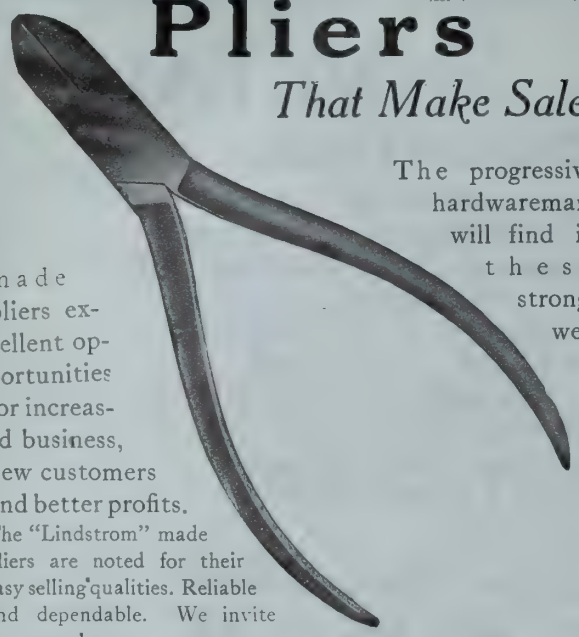
Our wind- and water-proof Square Coal Chute, shown here, is fitted with a self-locking device. The door is made with a flange that fits over the rim of the frame. Serviceable, safe and sound. With walls under 12" thick, use No. 1 or No. 4. Over 12", No. 2 or No. 5.

Write for more details.

O-Rib-O Manufacturing Co.
Winnipeg, Manitoba

Pliers

That Make Sales



The progressive hardwareman, will find in these strong, well made pliers excellent opportunities for increased business, new customers and better profits.

The "Lindstrom" made pliers are noted for their easy selling qualities. Reliable and dependable. We invite correspondence.

Canadian Agent:

F. W. Lamplough & Co.
46 St. Alexander St., Montreal

Manufacturer:

F. E. Lindstrom
SWEDEN

BALE TIES

NAILS WIRE

Laidlaw

Time-Tested Efficiency

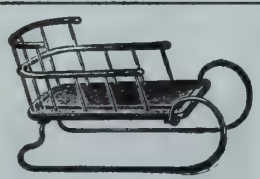
Laidlaw Bale-Ties are made from Bessemer Steel. Our Ties have been thoroughly tested in general use throughout the Dominion and most of the foreign countries of the world. Practical use has convinced buyers of Laidlaw efficiency. This has made Laidlaw Bale-Ties the

Dominion and World-Wide Choice

Strong, reliable and of practical design, Laidlaw Bale-Ties make good and prevent broken bales and consequent commercial loss. Laidlaw Bale-Ties are made in "Single-Loop" and "Cross-Head" styles of fastening.

The Laidlaw-Bale Tie Company
Limited
Hamilton Canada

Agencies:
A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
M. Bryan, 24 Aldgate, London, Eng.
Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.

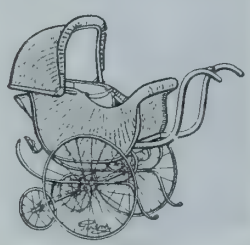


THE GENDRON MFG. CO., Ltd.



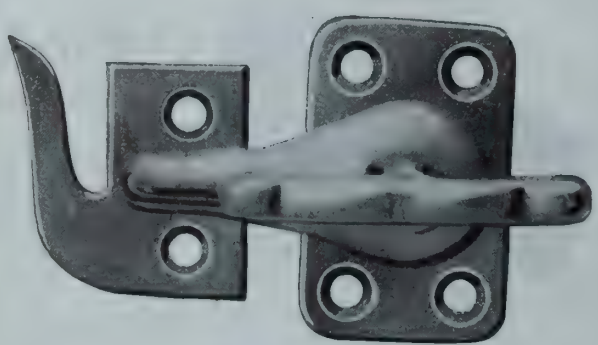
Makers of a line of goods that are always in demand.

Children's Vehicles
Bathroom Fittings
Coaster Wagons
Sleds and Sleighs





THE GENDRON MFG. CO., Ltd.
137 Duchess Street, TORONTO



Casement Fastener

No. 200

Many stylish houses now being built are equipped with casement windows. You will have good sales for a reliable Fastener like No. 200.

We manufacture Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

Ask for information.

The Stratford Brass Company, Limited
Stratford, Ontario

If interested tear out this page and place with letters to be answered.

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

"Improved Diamond A" Sewing Machine

The Gift With All Year Usefulness



Four drawers, steel chain automatic lift, quarter sawed golden oak, rubbed finish.

Head — Full size, high arm, vibrating shuttle, automatic tension, positive feed, dust-capped needle bar, automatic tension release, two spool pins, automatic bobbin winder.

Ball bearing stand, large dress guard and steel pitman.

Each machine is guaranteed for ten years.

"Improved Diamond A"

Get the "Shop Early" Habit

The sewing machine is a necessity in every household. Many housewives make little things for themselves and the household that would prove too expensive if bought direct from the store. In its usefulness around the house it soon pays for its original cost. "Improved Diamond A" sewing machines give years of service. Canvass your town and sort out all housewives that lack sewing machines, then get after the man of the house to make his wife a present of this efficient machine, and you will add additional sales to your Christmas business.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Castings
The Toronto Lock Mfg. Co., Toronto.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
Hurtubise Limited, Montreal, Que.
Landers, Frary & Clarke, New Britain, Conn.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Dupont Powder Co., Wilmington, Del.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
Wm. J. Brown, Montreal, Que.

Ash Sifters
Leslie Tinware Co., Ltd., The, Ottawa, Ont.
Soren Bros. Co., Ltd., Toronto.

Auger Rings
Orescent Co., The, Meriden, Conn.

Auto Accessories, Equipment and Supplies. (Jobbers)
D. Ackland & Son, Limited, Winnipeg, Man.
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Northern Electric Co, Ltd, Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Hyslop Bros., Toronto.
Hurtubise, Ltd., Montreal, Que.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
Ames, Holden McCready, Limited, Montreal.
Auto Specialties Co., Fort Erie, Ont.
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Franco-British Supply Co., Winnipeg, Man.
Goodell Pratt Co., Greenfield, Mass.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
The Imperial Bit & Snap Co., Racine, Wis.
The Kales Stamping Co., Limited, Walkerville, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc., New York.
Will. B. Lane, Chicago, Ill.
The Locktite Mfg Co., Windsor, Ont.
The Motor Specialties Co., Waltham, Mass.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill
C. A. Shaler Co., Waupun, Wis.
A. Schrader Sons, Inc. Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Automobile Jacks
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Millers Falls Company, Millers Falls, Mass.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co. Ltd., Toronto
Canada Dry Cells Ltd., Winnipeg.
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Belting, Transmission, Elevator and Conveyor
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.
The Toronto Lock Mfg. Co., Toronto.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Boring Bars
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
United Brassfounders & Engineers, Ltd., Manchester, England.
The Toronto Lock Mfg. Co., Toronto.

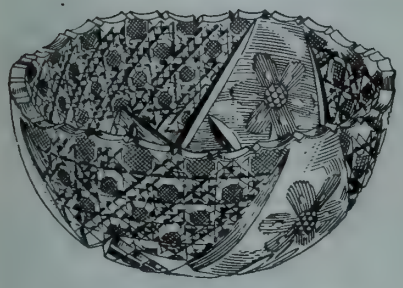
Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

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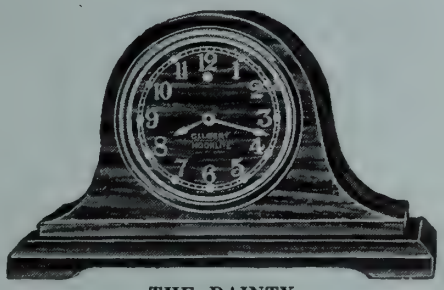


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In addition to the Ingersolls we stock genuine Walthams

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WOOD, VALLANCE & ADAMS, LIMITED, Calgary
WOOD, VALLANCE HARDWARE CO., LIMITED, Nelson
WOOD, VALLANCE & LEGGAT, LIMITED, Vancouver

THE BUYERS' GUIDE

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Bronze Castings
The Toronto Lock Mfg. Co., Toronto.

Brooms
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Business Machines
The International Business Machines, Ltd., Toronto.

Buttons, Electric Push
The Toronto Lock Mfg. Co., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto Lock Mfg. Co., Toronto

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.
Soren Bros. Co., Ltd., Toronto.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Kethsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.
The Toronto Lock Mfg. Co., Toronto.

Castings, Grey Iron
The Canadian Stoves Limited, Grimsby, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd. Windsor, Ont

Cement
The Barrett Co., Ltd.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Ward & Payne, Sheffield, Eng.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.

Chucks, Tap
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

Churns, Glass
The Dazey Churn & Mfg. Co., St. Louis, Mo

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Chicago Flexible Shaft Co., Chicago, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

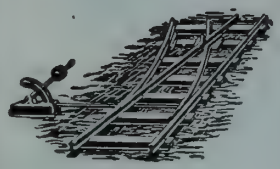
Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

G R

MINISTRY OF MUNITIONS





THE DISPOSAL BOARD HAVE

STOCKS

LYING IN THE UNITED KINGDOM

and

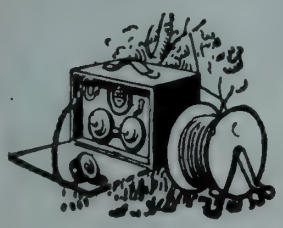
AVAILABLE FOR EXPORT

of

ENGINEERING STORES











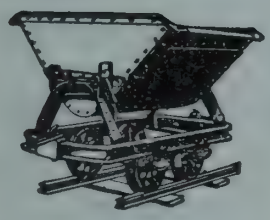


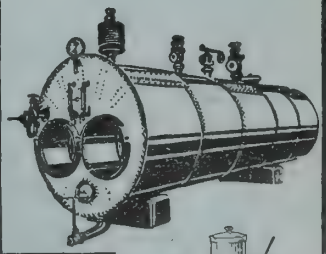


- Ferrous and Non-Ferrous Metals
- Plant and Machinery
- Steam Engines and Boilers
- Factory Stores
- Machine Tools
- Railway Material
- Electrical Instruments and Machinery
- Medical Stores
- Chemical and Explosives
- Agricultural Machinery
- Aircraft
- Furniture
- Textiles and Clothing
- Boots and Leather Equipment
- Motor Boats, etc., etc.

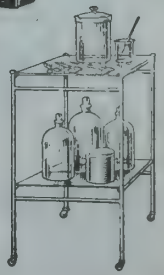












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Cable address: "DISPEXPORT, MUNORGIZE, LONDON."

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A. R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry, Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
J. H. Williams & Co., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Soren Bros. Co., Ltd., Toronto.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Display Racks and Stands
Cameron & Co., Toronto.

Disinfectants
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bells
The Toronto Lock Mfg. Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Toronto Lock Mfg. Co., Toronto

Door Hangers
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Door Strip
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
The Sheffield Twist Drill & Steel Co., Ltd., Sheffield, England.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont.
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Grinders
Western Hardware Mfg. Co., Milwaukee, Wis.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd. Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bullock Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Casement, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, On
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
The Toronto Lock Mfg. Co., Toronto.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

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Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
The Canadian Stoves Limited, Grimsby, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Soren Bros. Co., Ltd., Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gasoline Tanks and Pumps
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Granite Ware
Sheet Metal Products, Ltd., Toronto.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
Que.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Door
The Toronto Lock Mfg. Co., Toronto.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Greenfield Tap and Die Corp.

Hangers, Barn Door
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hangers, Door
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Slater & Barnard, Ltd., Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

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Canadian Sales Representatives:
A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Headlights, Auto
Northern Electric Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Heaters, Gas, Water
The Canadian Stoves Limited, Grimsby, Ont.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hooks, Fish
Ludgate, Ryder, Thomas & Co. Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Northern Electric Co., Limited, Montreal, Que.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Applinances
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Household Pails
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.
Soren Bros. Co., Ltd., Toronto.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Ironing Boards
The Stratford Mfg. Co., Stratford, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.
Soren Bros. Co., Ltd., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canada Cutlery Co., Limited, Kingston, Ont.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Knockers, Door
The Toronto Lock Mfg. Co., Toronto.

Ladders, Step, Extension, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilcke-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
The Coleman Lamp Co., Limited, Toronto.
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Works, Chicago

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Lathe Dogs, Drop-forged
J. H. Williams & Co., St. Catharines, Ont.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Seats
The Stratford Mfg. Co., Stratford, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Swings
The Stratford Mfg. Co., Stratford, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

Levels
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
J. H. Williams & Co., St. Catharines, Ont.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

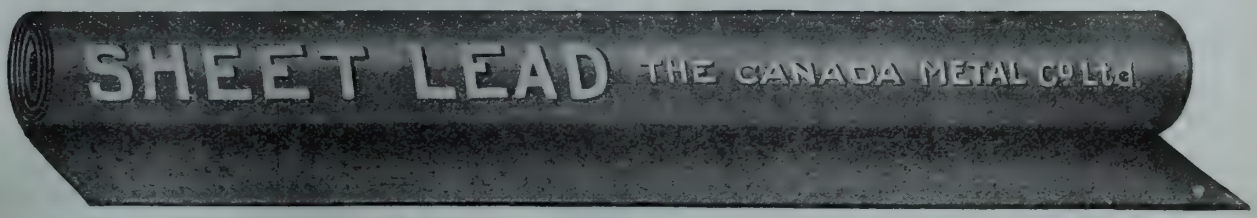
Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

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DAVIDSON

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THE BUYERS' GUIDE

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metal Cutting Saws
Clemson Bros., Inc., Hamilton, Ont.

Metal Saws, Power
Clemson Bros., Inc., Hamilton, Ont.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Milling Cutters
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
The Montreal Rolling Mills Co., Montreal, Que.
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man..

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.
Sheet Metal Products, Ltd., Toronto.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
Atlas Iron, Wire & General Metal Works, Toronto.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull Que.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.
Soren Bros. Co., Ltd., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Savage Arms Corpn., Utica, N.Y.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Chamberlain Desolvo Co., Toronto.

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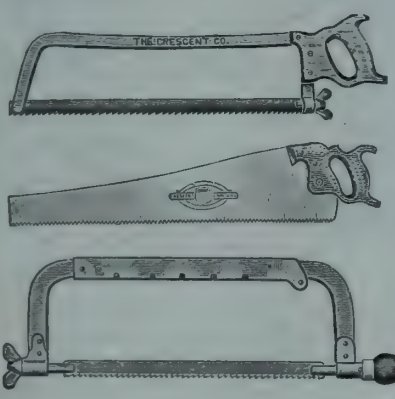
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Hamilton Canada

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THE BUYERS' GUIDE

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
A. C. Leslie & Co., Ltd., Montreal.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pruning Shears
The Peck, Stow & Wilcox Co., Southington, Conn.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Push and Pull Plates
The Toronto Lock Mfg. Co., Toronto.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton Ont.
The Westco Pumps Ltd., Toronto.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport. Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gine-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiators, Auto
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
AutoStrop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
C. C. Craig Co., Winnipeg.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros. Co., Ltd., Toronto.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., St. Catharines, Ont.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Roofing, Ready
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Safety Razors
AutoStrop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saws, Metal Cutting
Clemson Bros., Inc., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

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Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines, Electric and Motors
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shop Barrels
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Souris, Man.

Sickles
Wiebusch & Hilger, Ltd., New York, N.Y.

Sifters, Ash
The Burrowes Mfg. Co., Toronto, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Soren Bros. Co., Ltd., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Spice Tubs
E. B. Eddy Co., Ltd, Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
The Crescent Co., Meriden, Conn.
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Crescent Co., Meriden, Conn.
The Peck, Stow & Wilcox Co., Southington, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Canadian Potato Machinery Co., Ltd., Galt, Ont.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Stools
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Stones, Sharpening
The Western Hardware Mfg. Co., Milwaukee, Wis.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Ower Sound, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian General Electric Co., Ltd., Toronto, Ont.
Canadian Westinghouse Co., Limited
National Electric Heating Co., Ltd., Toronto, Ont
The Northern Electric Co., Limited, Montreal, Que.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago

Stove Linings
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Strops, Razor
C. C. Craig Co., Winnipeg.
Dingley Bros., Export, Limited, Lindsay Bldg., Montreal, Que.

Stroppers, Automatic Razor
C. C. Craig Co., Winnipeg.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Syphons
The Anthes Foundry Co., Limited, Winnipeg, Man.

Tacks
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

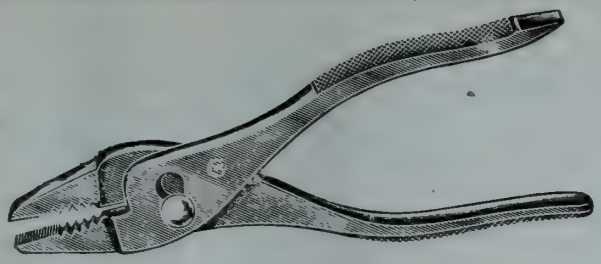
Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.



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That's some hold. Let us say also that this tool will have a great "hold" on your customers once they have tried it.

The thin nose on this plier allows it to be used in places where the ordinary slip joint plier cannot reach.

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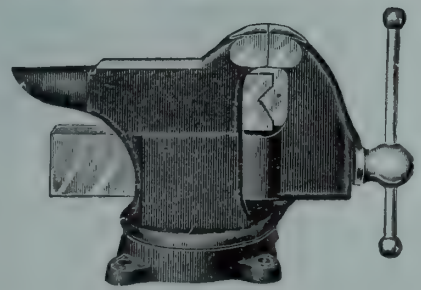
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Western Representatives:
Bissett & Webb, Ltd., Winnipeg, Man.

Eastern Representative:
John R. Anderson, Montreal, Que.

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If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The L. S. Starrett Company, Athol, Mass.

Tarpaulin
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tarred Welts
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Timers for Ford Cars
The Franco-British Supply Co., Winnipeg, Man.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
Henry Disston & Sons, Limited, Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube Co., Woodstock.

Tumbler Holders
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.

Twines
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders & Engineers, Ltd., Manchester England.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Vulcanizers
The Adamson Mfg. Co., Hamilton, Ont.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
J. H. Connor & Son, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont.

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.



Fig. 117

"McDougall" Well Pumps

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This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

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"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS



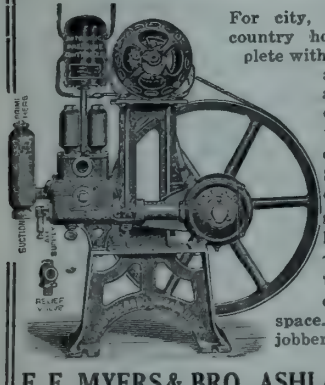
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THE BUYERS' GUIDE

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Canadian Supply Co., Ltd., Saskatoon, Sask.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Screens
Atlas Iron, Wire & General Metal Works, Toronto.

Woodenware
The Brett Mfg. Co, Winnipeg, Man.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis
Bemis & Call Hardware & Tool Co., Springfield Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., St. Catharines, Ont.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.



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this repair outfit to your steady customer or to the customer you would like to make permanent.

UNBREAKABLE
It weighs 14 lbs.
It sells for $1.50
It costs you $1.00

The high price of shoes will make this a steady seller.

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BLACK and GALVANIZED
SIZES, ⅛ IN. TO 4 IN.

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

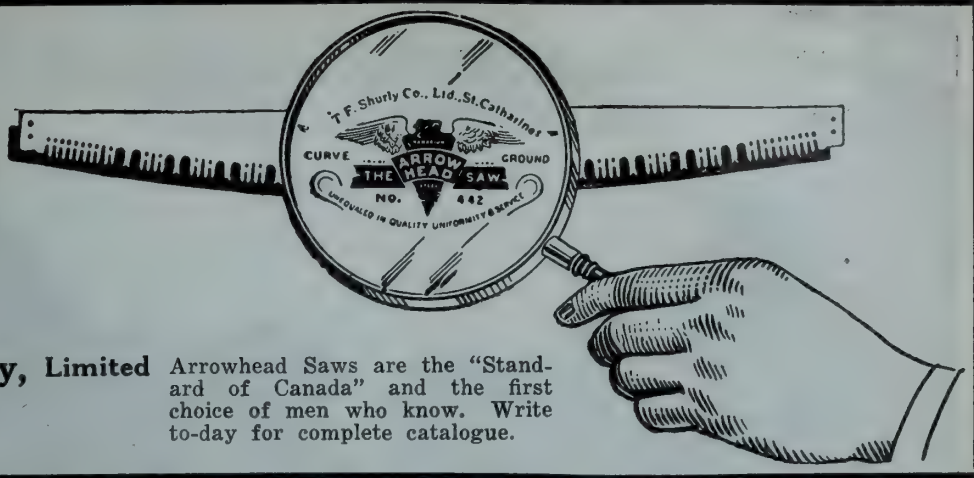
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Sell fast, make satisfied customers and reflect credit on the dealer who carries them, because—they are perfectly tempered, hang right and are set right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.



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The four good points that make TRIMO PIPE WRENCHES superior are the SPIRAL SPRING always in place, STEEL FRAMES that will not break, NUT GUARDS that protect adjustment nut and the INSERTED JAW in handle that can be replaced when worn.

The Trimo Steel Handle Pipe Wrench is also made in the 6″, 8″ and 10″ size with narrow jaws and fine milled teeth, especially adapted for close work.

Your Jobber can Supply



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Countersunk Clout Nails
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We manufacture all kinds of lumber tools. Light and Durable.

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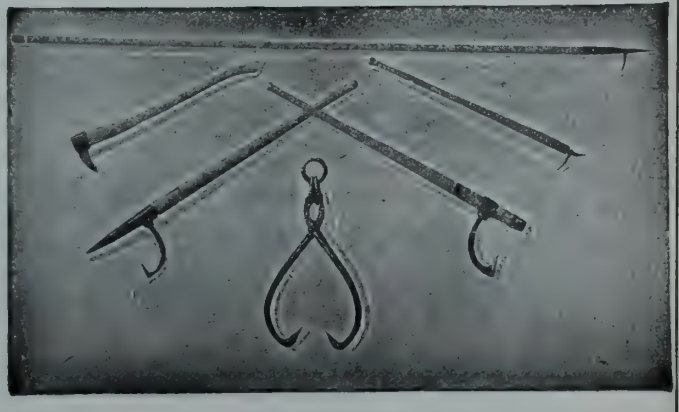
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THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**



If interested tear out this page and place with letters to be answered.



Name of Hardware Merchant and further details, supplied upon request

The Answer is—He Didn't!

THE crowd was drawn by a hardware firm in an Ontario town of 700 population. This crowd of over 1,000 people represents customers of the store, drawn from miles around, to attend the picnic given by this firm to its customers. Surely this is evidence of the close relationship between this hardware firm and its customers.

The close relationship between retailer and customer in this instance is typical of conditions existing in hundreds of Canadian towns, villages and cities.

The average hardware merchant (particularly in the smaller cities and towns) has been established for many years. He has a big business connection built up through years of efficient service to his customers. He is well rated, and a desirable man with whom to do business. He influences the buying habits of the people in his community, and in over 90% of the sales made, he is the deciding factor.

"Which one do you recommend?" is a question asked thousands of times each day in the hardware stores of Canada.

If you can get the effort and enthusiasm of the retail hardware merchants and their clerks, plus their window and interior displays and local advertising behind your goods, you will have secured the co-operation of one of the greatest available selling forces.

HARDWARE AND METAL is paid for, and read, by all the wholesale hardware buyers of Canada, and over 90% of the retailers from coast to coast. They are the men who control the sale of your products to the hardware consumers. HARDWARE AND METAL can put your story before, practically, the entire Canadian hardware trade. One of our representatives would be glad to give further details.

(Only hardware paper in Canada with membership in the Audit Bureau of Circulations).

HARDWARE & METAL

Canada's National Hardware Weekly since 1888

143-153 University Avenue - - Toronto, Canada

Published every Saturday since 1888. The only weekly hardware paper in Canada, and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

If interested tear out this page and place with letters to be answered.



EMBOSSED SHEET METAL LETTERS AND FIGURES, ALUMINUM AND BRASS

Eight styles, seven finishes. The 3" size figure used all over the country for numbering houses. Both letters and figures put up in Compartment Boxes, for display. See catalogue.

We also make Harness Specialties, Dog Hardware, Builders' Specialties, Tool Checks, Metal Signs, etc.

Write for Catalogue.

NIAGARA FALLS METAL STAMPING WORKS
Niagara Falls, N.Y.

Western Canadian Sales Agent: D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

Walter Woods & Co.

Hamilton and Winnipeg

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

E. Roy,
5 1-2 St. Andre St., Montreal, Que.

A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg



4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

If interested tear out this page and place with letters to be answered.

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

Tuck's Genuine Packings

Asbestos and Others for High Pressure, Steam, Hydraulic and Other Purposes

Trial Orders Solicited—Our Packings Do the Rest

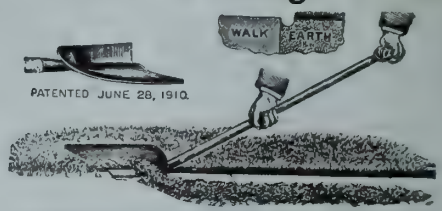
Insist Upon Having the TRADE  Packing Bearing Our MARK

TUCK & COMPANY, LIMITED
LONDON LIVERPOOL CARDIFF, ETC.

Canadian Representative
Wm. J. Brown, 117 Youville Square, Montreal

Stocks Carried in All Sizes TEL. No. MAIN 2387

Imperial Lawn Edge Trimmer



THEY BUY IT AS SOON AS SEEN

Easy working; leaves a clean, straight edge. Durable, profitable, rightly priced. Most jobbers will supply you.

Imperial Bit and Snap Co., Racine, Wis.



No. 35, No. 36 with Sleeve Board

Ironing-Boards

Selected Basswood Tops

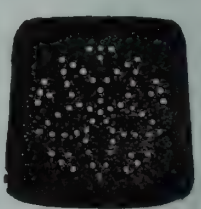
Stratford Ironing-Boards appeal strongly to the housewife, their durability and strength proving itself in the years of service they deliver. Selected Basswood tops and hardwood legs. A service-built board that sells.

We also manufacture Ladders, Meat, Bake and Bread Boards, Clothes Bars, etc. Send for complete Catalogue "D" of wood manufactured products.

The Stratford Mfg. Co., Ltd.
Stratford Ontario

Chair Seats—In Three-Ply Veneer

Staple Patterns



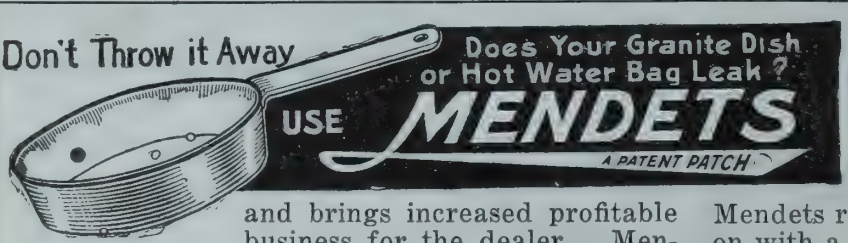
Every C.V.C. chair seat is made of best material, well glued, nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sandpapered and finished with real church pew varnish.

Ask for samples, and compare with any other make.

Canadian Veneering Co., Inc.
Acton Vale, Quebec

Distributors: Richardson & Bureau, 55 St. Francois-Xavier St., Montreal.

Don't Throw it Away



Saves the Housewife Money

and brings increased profitable business for the dealer. Mendets are very popular with housewives, their ability to repair all leaks instantly in hot water bags and other rubber goods, graniteware, pots and pans, has firmly established them in the household.

Mendets require no heat, cement, or rivets, go on with a twist—sell with a bang.

You can't afford to overlook the sales possibilities of this profitable line. The profits are good and our attractive display stand will make sales for you.

Collette Manufacturing Company, Collingwood, Ontario

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Reed's Patent Plastic Asphalt Roof Cement



repairs cracked joints, nail holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything, forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500-lb. containers.

GEO. W. REED & COMPANY, LIMITED
37 St. Antoine St., Montreal.

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

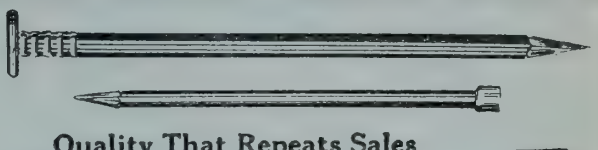
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

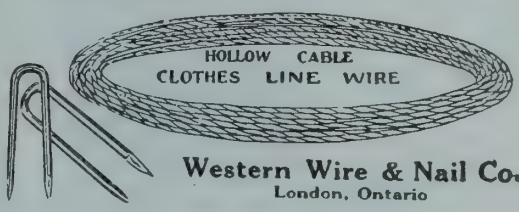
For Solidifying Sales and Preventing Lost Accounts

For solidifying sales, and preventing lost accounts by keeping the trade "lined up," a weekly message to the whole Canadian hardware trade through Hardware & Metal will prove productive and profitable.



Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.



Western Wire & Nail Co.
London, Ontario

UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

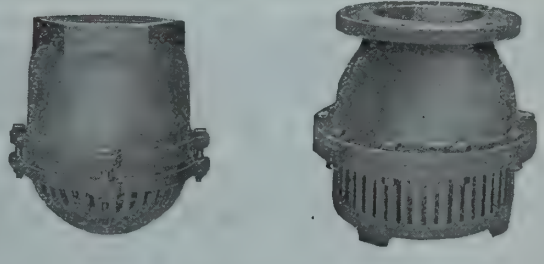
Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Built for Service

Maximum Service is Assured by the Unusually Large Openings in These Foot Valves When Priming Your Centrifugal Pumps.



Write the

Hamilton Motor Works
Limited
Hamilton Canada

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OUR COLORED GRADES
1B, 1A, 7, 1, 5

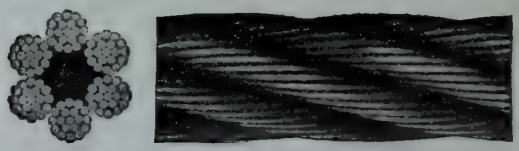


OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

CRANE VALVES

CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST. PATRICK ST
MONTREAL

BRANCHES: Toronto, Winnipeg, Vancouver.
SALES OFFICES: Halifax, Quebec, Ottawa, Calgary

Thomas Goldsworthy & Sons

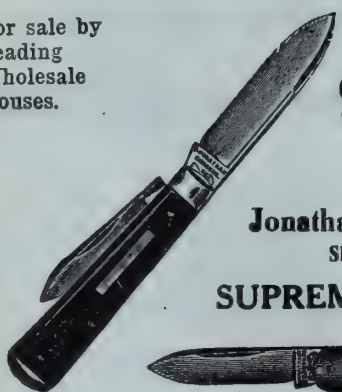
"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

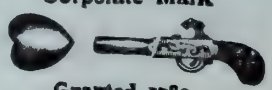
Prices on Application *Immediate Shipment*

JAMES HUTTON & CO.
706 Shaughnessy Building MONTREAL

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY



We have a large stock of

Carriage and Machine Bolts
Coach Screws
Rivets, Nuts and Washers



Orders Filled and Shipped Immediately

London Bolt & Hinge Works
London, Canada

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY



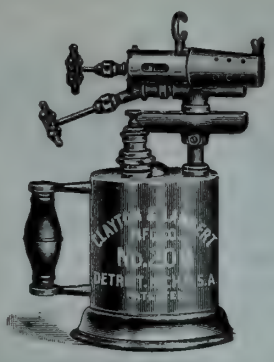
OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1 Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East. Winnipeg
Sankey & Mason, 839 Beatty Street Vancouver.

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No. 208 TORCH
List Price Each $16.00.
Ask for Discount.

HERE IS A WONDERFUL KEROSENE OR GASOLINE TORCH

In its construction we use all of our latest improvements. This Torch is like a pudding—one must open it to see the many fine things on the inside which go to make for Strength, Durability and Service. See the **Double Needle Burner.** The upper cleans. The lower controls. Neither needle is tapered or sharp pointed and neither can injure the burner. Over sixty per cent. of Torch troubles are caused by sharp pointed needles. These Burners will produce **two to three hundred degrees hotter fire** than other makes. Get our booklet. Jobbers supply at factory price.

Clayton & Lambert Mfg. Co.,
DETROIT, MICH., U.S.A.

IMPERIAL SOLDERING PASTE

A Much Improved Paste

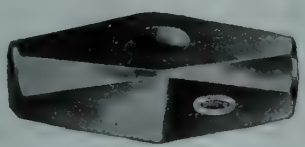


and
Resin Cored Solder
filled with
Paste, Resin, or Acid
For Soldering Copper, Brass, Zinc, Lead, Galvanized Iron. Simple, Quick, Non-corrosive.

Demand from your Jobbers or order from our nearest factory.

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

HEAVY SLEDGES



No. 75



No. 85

This is our "pet" line. We have an output of 2,500 a day and are proud of every one of them.

THE WARREN TOOL & FORGE COMPANY
234 Griswold St. Warren, Ohio, U.S.A.

A Good Year-round Seller is within your reach. Seize this opportunity to stock

The "TWEED" Sanitary Chemical Closet



Write for Catalogue.

It will bring you surprising results.

Stamped out of Black Sheet Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded.

Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

STEEL TROUGH & MACHINE CO., LTD. : TWEED

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

If interested tear out this page and place with letters to be answered.

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED—ENERGETIC MAN TO REPRESENT wholesale hardware and automobile accessory house in the Ottawa district. Apply giving experience, references, age and salary expected, to Box 33, Hardware and Metal.

WANTED — EXPERIENCED HARDWARE man for Ontario store; capable of taking charge. Salary to right man $140 month. Must be able to supply references. Box 113, Hardware & Metal, Toronto.

WANTED—FOR MONTREAL, YOUNG HARDwareman with five or more years' experience in hardware business. Do not apply unless you are a good business correspondent. Must be young man of good appearance and thoroughly reliable. This position offers a splendid future to the right man. Apply giving complete details as to experience, qualifications and salary. Box 88, Hardware and Metal.

WE WANT A REAL PAINT SALESMAN; must be capable of securing new agencies for our Products among Hardware Dealers of Western Canada. Box 101, Hardware & Metal, Toronto.

FOR SALE

ONLY $400—ONE NINE AND A HALF FOOT wall case, one four-foot and one four and half-foot silent salesman, all mission oak. Will crate to ship out of town. Apply 546 Yonge Street, Toronto. North 6305, evnings North 6583.

FOR SALE—ABOUT 18 TONS 2½" ROUND bar iron, in lengths of about 30 ft. Send inquiries to the Collingwood Shipbuilding Company, Ltd., Collingwood, Ont.

FOR SALE—QUANTITY OF 5" GALVANIZED pipe, 4", 5" and 8" black pipe, and 4" and 5" extra heavy black pipe. Apply to the Collingwood Shipbuilding Company, Ltd., Collingwood, Ont.

THE FOLLOWING COKE TIN PLATES IN stock at Toronto warehouse for immediate delivery: 254 packages, 112 sheets, 100 lbs. basis, sizes 15 x 30, 18¼ x 26¼, 18¾ x 28, 25 x 28, 22 x 26, and 19 x 28. Primes and Wasters. Box 341, Hardware and Metal.

HARDWARE STOCK AND BUILDINGS FOR sale in town of 1,500 in best farming and fruit-growing district in Grey County. About twelve thousand will handle. Stock can be reduced. Ill-health reason for selling. Turnover about forty thousand, can be increased. Box 18, Hardware and Metal.

HARDWARE STOCK AND PROPERTY FOR sale. Town of 800, on Provincial highway, good farming district; $10,000 stock. Retiring from business. Write Box 304, Hardware and Metal.

FOR SALE—SET OF TINSHOP TOOLS IN good condition. All necessary machines with small tools, including square shears. $300. Box 55, Hardware and Metal.

FOR SALE — PLUMBING, HEATING AND electrical business. Shop and residence can be rented. Terms to suit purchaser. Answer to Box 24, Hardware and Metal.

SITUATIONS WANTED

MANAGER FOR RETAIL HARDWARE, MUST be honest, reliable and capable of giving good results. References required. Apply Box 95, Hardware and Metal, 128 Bleury Street, Montreal.

EXPERIENCED HARDWARE SALESMAN open for position immediately, or first of year. H. M. Roblin, Brighton, Ont.

RETAIL HARDWARE SALESMAN WITH twelve years' experience in well-known Toronto hardware stores is open for engagement, in or near Toronto. Can take complete charge of store. Willing to start on moderate salary in order to prove ability. Box 52, Hardware and Metal.

WANTED — POSITION AS HARDWARE clerk or salesman, 20 years of age, four years' experience in retail hardware. Open for position. Best of references. Apply Box 211, Hardware and Metal.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, Laprairie (Montreal), Que.

STOVE REPAIRS

Fire Brick, Iron Linings, Water Fronts for Supremes, Garlands, Pen Esthers, Pandoras, New Empress, Acmes, Souvenirs, Crown Hurons, Peninsulars, Favorites, Silver Kings, Sunlights, Climax, and all kinds of Ranges and Heaters. Write for complete list and prices to

GRUNDY BROS.
STRATHROY, ONTARIO

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

QUICK RESULTS

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word. with 10c additional for Box Number.

HARDWARE AND METAL

is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

If interested tear out this page and place with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO
[illegible] WILLIAM ST. NEW YORK

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

Quotations from
MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment
Price List on Application
Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.

TRADE MARK

Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

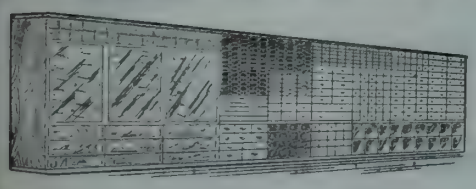
The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

Sash Weights Wall Washers

All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.



Cameron Store Equipment
Our Specialty
Cameron & Company
74 Logan Ave. Toronto

BATH ROOM FITTINGS

K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED
KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes. etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

For Permanency, Label your Goods with
Decalcomania Transfer Name Plates
MADE IN CANADA BY
CANADA DECALCOMANIA COMPANY, LTD.
364-370 RICHMOND ST. WEST. TORONTO, CANADA.

GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES.
For Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. Ltd. VANCOUVER B·C·

Machinery Special Babbitt
(Copper Toughened)
is the best all-round Crusher Babbitt made.
Let us prove it. Once used, always used.
The Dominion Metal Co., Ltd.
Sherbrooke, Que.

Northern Tape *Electric* Splice
insist on these Brands
Northern SPECIAL
VICTOR NOR-EL-CO
Northern Electric Company
LIMITED

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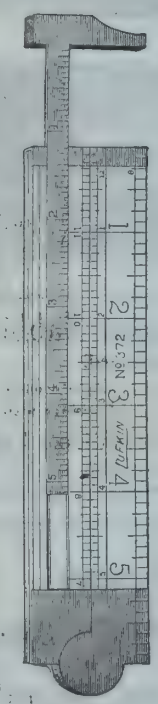
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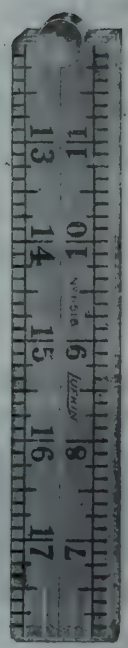
LUFKIN

RELIABLE BOXWOOD RULES

Will meet your customers' every requirement well.

Made from Genuine Boxwood, thoroughly seasoned, sections securely assembled. Graduated by methods that insure Accuracy; Well Finished and Closely Inspected.



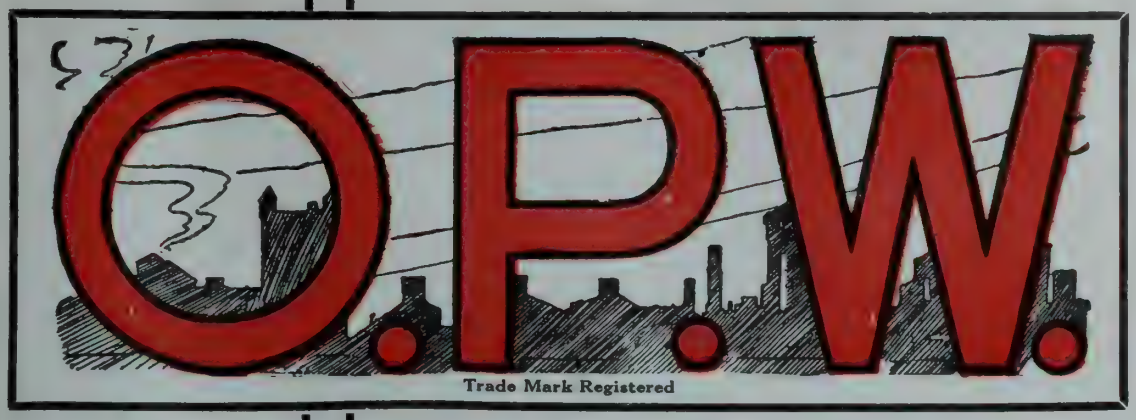


A STRICTLY HIGH-GRADE LINE, EMBRACING SEVERAL EXCLUSIVE NEW PATTERNS THAT HAVE MADE FRIENDS EVERYWHERE, SUCH AS COMMON RULE NO. 651B.

ASK FOR CATALOGUE

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

If interested tear out this page and place with letters to be answered.



Trade Mark Registered



O.P.W. paints will serve
Your customers' needs
And so deserve
Re-orders soon
That prove a boon,
Making registers play
a tune.

"Save the surface and you save all" *Paint & Varnish*

"Paints and Varnishes for Every Purpose"

Your Stock Ready for Christmas?

"Paints and Varnishes for Every Purpose" includes many that will be needed in homes for "fixing up" at Christmas. Many jobs of painting and varnishing will be done to make homes presentable for Christmas guests. Many home-made presents, such as cedar chests and kitchen cabinets and the like will be varnished or painted soon.

Sort up your stock with Christmas needs in mind and then display a complete line of O.P.W. Paints and Varnishes where it will make permanent customers of the many transients who visit your store for holiday buying.

O.P.W. Agents Are Prosperous Agents

Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

COMMUNITY PLATE

Made in *Canada*



Now is the time to feature COMMUNITY PLATE

MANY gifts of *Community Plate* that will be exchanged this Christmas, will be bought from you if you display *Community* pieces prominently.

The demand for *Community Plate*—the supreme gift in tableware—makes it worth all the sales-effort you can possibly devote to it.

Keep *Community* to the front and you will be well repaid. Allow its attractiveness to make sales.

People are now looking for suitable gifts. The more they see of *Community* the more sales for you.

Display *Community*. Use *Community* store cards and make this the most profitable Christmas ever.

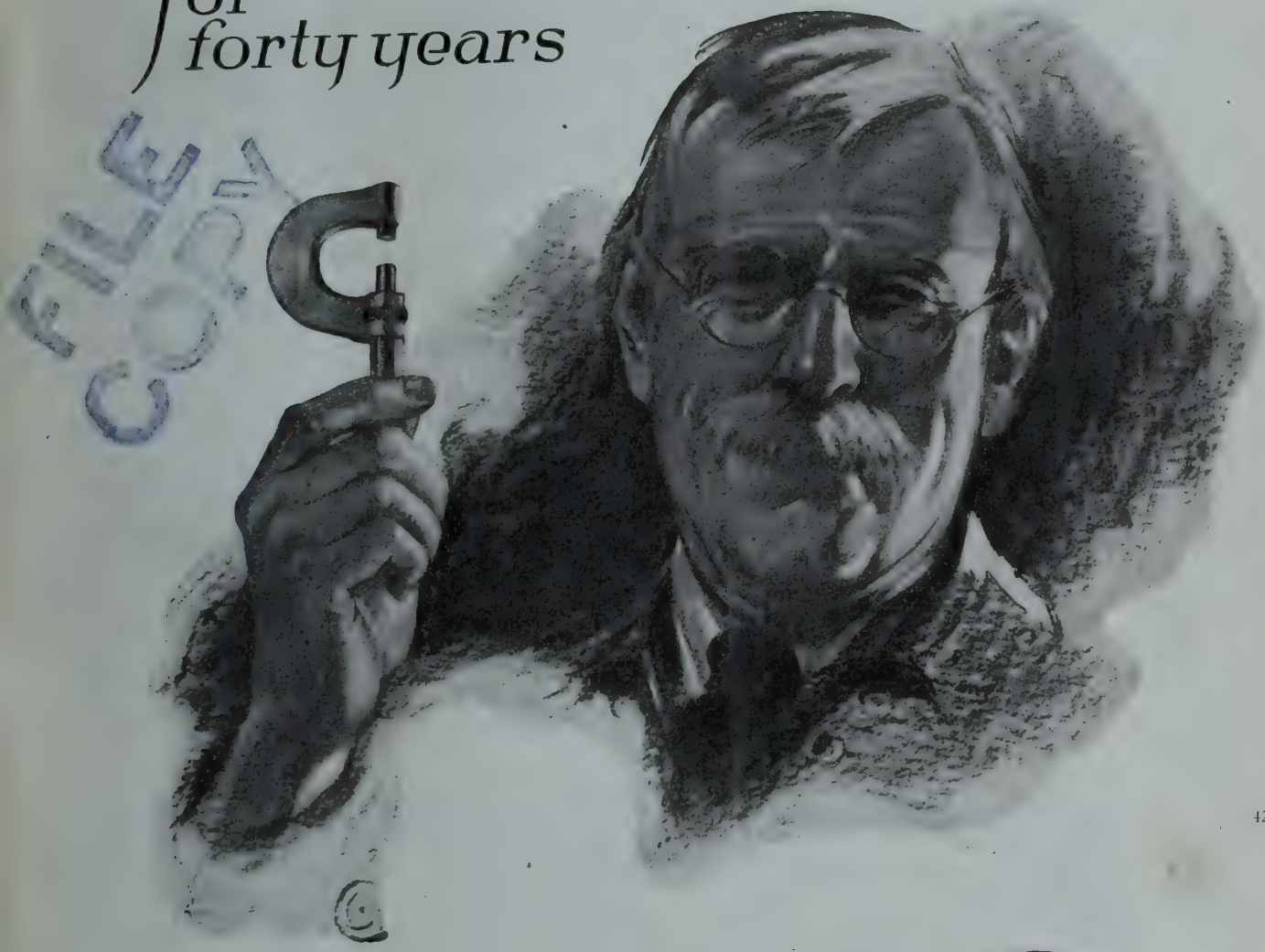
ONEIDA COMMUNITY, LIMITED
NIAGARA FALLS - - ONTARIO

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII. No. 50 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA DECEMBER 11, 1920

for forty years



42-107

STARRETT TOOLS

STARRETT HACK SAWS CUT QUICKER LAST LONGER

Starrett Tools

The Only Weekly Hardware Paper in Canada



PULL Versus PUSH

WHICH type of merchandise do you prefer to handle—merchandise that pulls business of its own accord—or merchandise you have to push?

We believe you prefer the profitable, business-pulling kind, and for that reason you will favor O-Cedar Polish.

O-Cedar Advertising appears regularly throughout the year, steadily pulling business. O-Cedar has many and various uses—it is a polish for floors, furniture, wood work, motor cars, etc., therefore an all year 'round seller —another business-pulling advantage.

A sale of O-Cedar Polish often leads to the sale of an O-Cedar Mop. And now-a-days many housewives wisely keep an extra bottle of O-Cedar Polish on the shelf—thus you have an opportunity to make two sales instead of one.

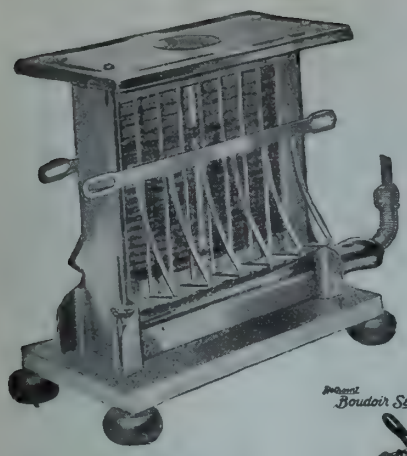
Taking all these sales features into consideration—could you wish for a more profitable business-puller than O-Cedar Polish?

Order O-Cedar Polish from your Jobber.

CHANNELL CHEMICAL CO., LIMITED
TORONTO

CLEANS AS IT POLISHES
O-Cedar Polish

HARDWARE AND METAL, December 11, 1920. Volume XXXII., No. 50. Published every Saturday at Toronto. Yearly subscription price, $4.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.









—*a few reminders for Christmas*

Electric Appliances

Pyrex Ovenware

Silverware

for Xmas Selling

There are only a few days left to get the most out of the Christmas trade. We suggest that you put on an attractive table display of such lines as:

Electric Appliances
of all kinds

Pyrex Ovenware
in plain or cut glass with or without silver mountings.

Silverware
—the best selling designs in Community and Rogers 1847.

Electric Vacuum Cleaners and Washing Machines
We carry leading high-grade machines in both lines and can give prompt delivery.

Your last-minute requirements will get our best attention.

RICE LEWIS & SON, LIMITED
Victoria St., Toronto





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UNIVERSAL



UNIVERSAL

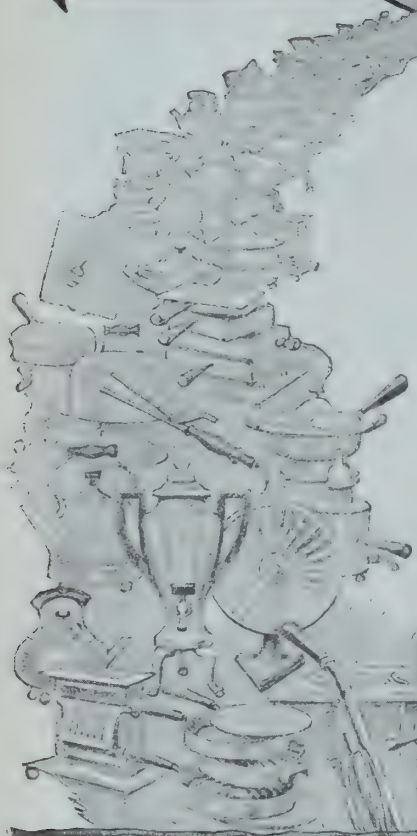
The Latest Achievement In The Great Line of UNIVERSAL SUCCESSES

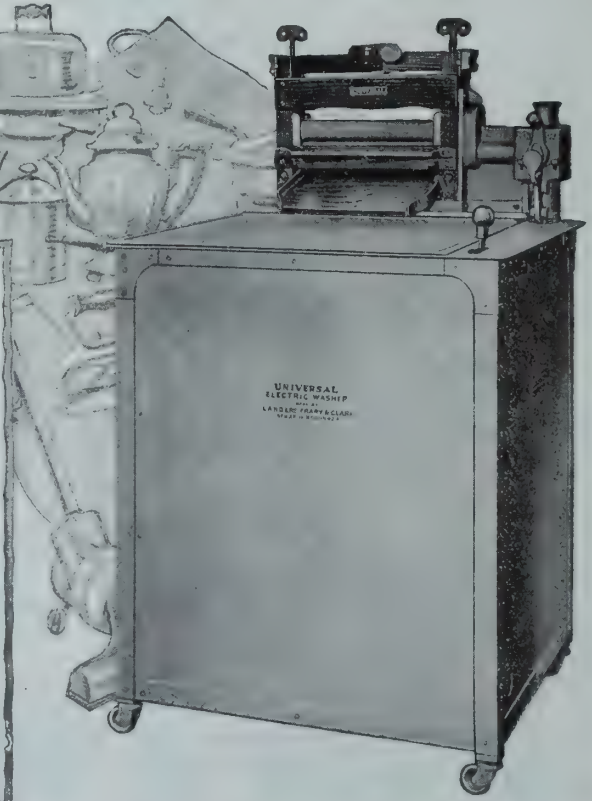
The line of Universal successes traces back to an organization which has never been content to make merely acceptable products nor to stop at achieving ordinary results.

The new Universal Electric Washer is the typification of advanced designing —the culmination of progressive experience in producing Electric Home Needs of surpassing quality.

The Universal is a **perfected** washer destined to win the confidence and preferment of housewives, who, for years, have had unwavering faith in Universal products. It will bring full realization of their exacting ideals and prove in service far superior to its price.

Write for Special Bulletin which pictures and describes the Universal Washer in detail.



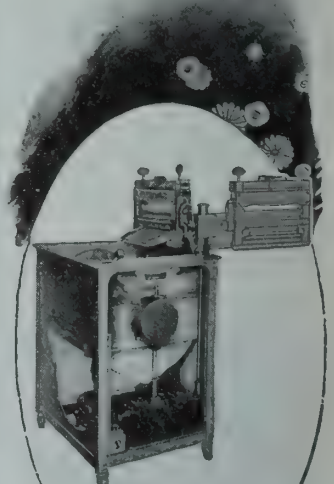


UNIVERSAL
"The Washer That Needs No Watching"

Simplicity and sturdiness for service without servicing.
Has combined advantages of revolving and oscillating types.
Motor and transmission mechanism entirely enclosed in handsome cabinet.
Quick-draining, galvanized tub with settling zone.
Non-sagging, swinging wringer locks in four positions.

Canadian Representative:
A. MACFARLANE & CO., LTD.
Montreal Quebec

LANDERS, FRARY & CLARK
New Britain, Conn.



Enclosed Motor and Transmission

UNIVERSAL ELECTRIC WASHER

If interested tear out this page and place with letters to be answered.



Hatch
Garage Door Outfits

To be reliable, serviceable and efficient, a set of garage hardware doesn't have to cost almost as much as the automobile. The Hatch Garage Door Outfit has all the qualities the heart could desire in a dependable outfit—yet it is low priced. Low priced, that is, for the high quality. Try it on your own garage; then you'll realize why the customers are delighted.

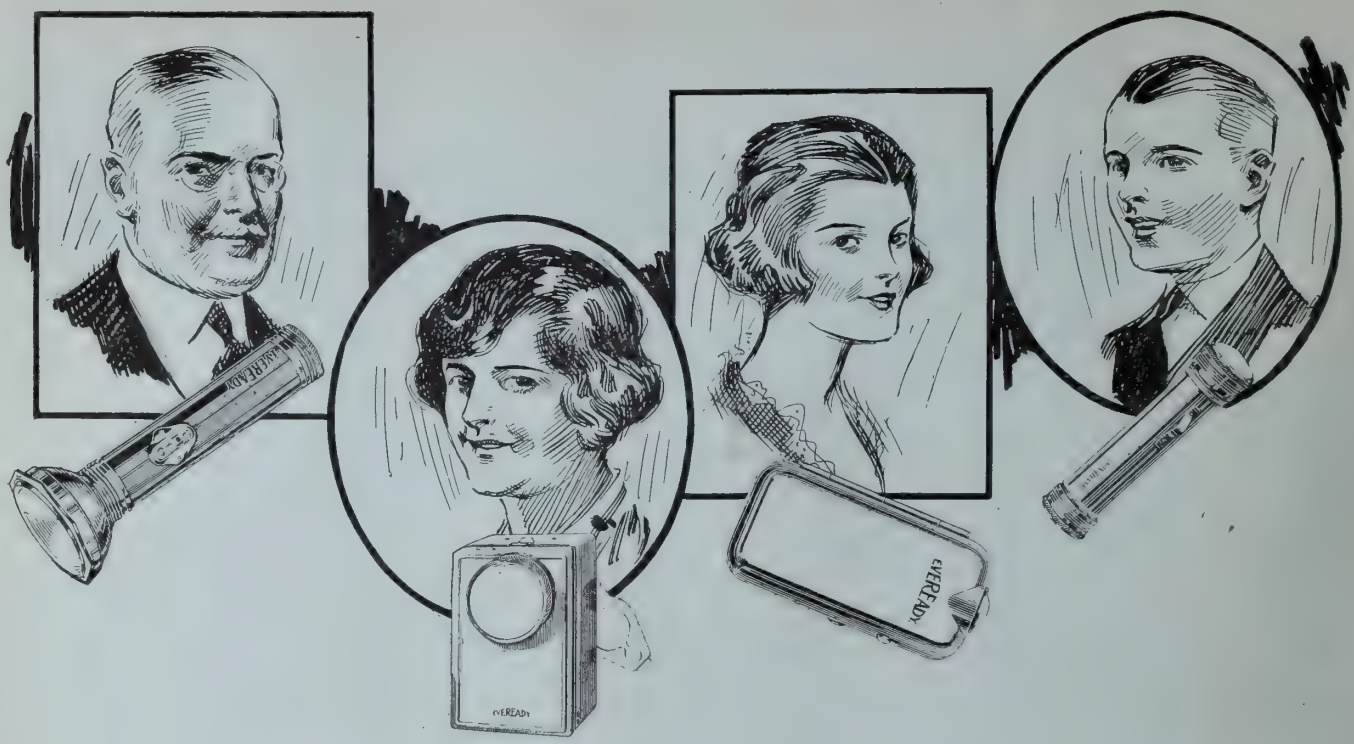
The Set Includes:

3 Special Swivel Door Rollers; 22 feet of Track; 3 Pairs Special Garage Door Hinges; 3 Stay Rollers (floor guides); 2 Extra Heavy Garage Door Handles; 1 Safety Hasp (for fastening doors outside); 1 Hook and Eye (for hooking back swinging section inside).

The track comes in separate bundles—two 8-foot and one 6-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details.

Canada Steel Goods Company, Limited
Hamilton, Canada

If interested tear out this page and place with letters to be answered.



Eleventh Hour Suggestions For Pushing Eveready Sales

For Father

to use in the garage at night.
to give light when changing tires.
to inspect gasoline tank.
to repair the motor.
to use when camping.
to hunt gas leaks.
to close windows during a storm.
to give light when making repairs in dark places.

For Mother

to search closets and trunks.
to light the way to the cellar.
to see time at night.
to inspect bakings and roasts in the oven.
to find jams, jellies and preserves in the cellar.
to use as a night light in times of sickness.
to go down stairs safely at night.
to search dark corners for lost articles.

For Sister

to use when travelling.
to use in the summer camp.
to find dropped articles in the theatre.
to use in her room at night.
to carry in her purse for emergencies.
to see bad spots in the sidewalk at night.
to see house numbers at night when calling.
to light strange paths at night.

For Brother

to work in camp.
to read the compass.
to signal at night.
to do chores at night.
to catch bait at night.
to light paths at night.
to aid in accidents.
to inspect logs and caves while on a hike.

IN the homes of your customers there are flashlight needs to be supplied this Christmas. Uncle, aunt and cousin, as well as father, mother, sister and brother —all will appreciate the gift of an Eveready, the original flashlight.

When you suggest the purchase of an Eveready, you recommend a useful, dependable gift—one that pleases both the buyer and the recipient.

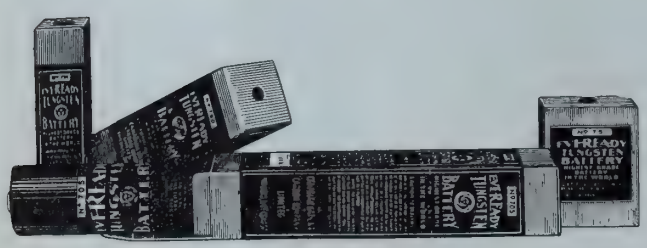
You make *two* satisfied customers instead of *one*.

Push Eveready Flashlights and Batteries this Christmas. Display the line attractively and cash in on this *double* good will.

Look over your line to-day. See that you are well supplied with all the most popular numbers *before* the rush begins.

Eveready distributors are ready to fill last-minute orders promptly.

Canadian National Carbon Co., Limited
Hillcrest Park - Toronto



EVEREADY
FLASHLIGHT BATTERIES
Fit all flashlights

Are you "all at sea" about what cordage sells?

Consumers Cordage

Will bring you safely into port!



Lion Brand Manila Hemp

When the S.S. "Lake Ellithorpe," en route from Fowey, England, to Portland, Maine, with a cargo of China clay, lost her propeller in a heavy, 30-mile sou' wester, she was helpless. She was picked up, and later, still in cargo, towed from Halifax to Portland, Maine, with a 15-inch hawser delivered by this company in 29 hours from receipt of the order.

The Consumers Cordage Company offers you the same high-grade materials that won the commendation of the men who executed this remarkable achievement in towing. It will prove valuable to your business to order from an organization capable of delivering a 15-inch towing hawser in 29 hours. We assure you prompt attention and helpful co-operation.

Consumers Cordage Company, Limited

Head Office: Montreal, Canada

Agents and Stocks:

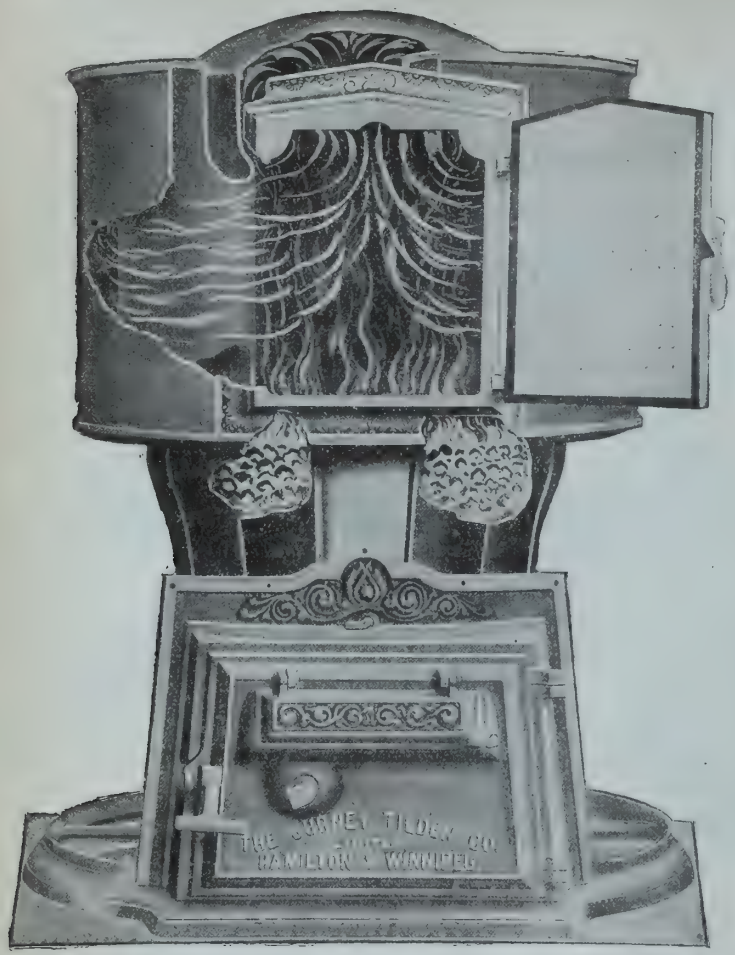
Tees & Persse, Limited—Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, and Fort William.

Jas. Bisset & Co., Quebec.

Macgowan & Co., Vancouver.

Established 1825

If interested tear out this page and place with letters to be answered.



The New Idea
WARM AIR FURNACE

BURNS COAL OR WOOD

Made with one-piece fire pot and Duplex Grates. Will give more heat with less coal than any other Furnace and is guaranteed by us—we would like to appoint you our agent in your community. Write us to-day for further information and prices. We have an attractive proposition to offer you.

Proof—

Hensall, Ont.

Dear Sirs:

I beg to say that the "NEW IDEA" Furnace installed in my house four years ago by your agent, Mr. Geo. A. Sills, of Seaforth, has given us excellent satisfaction. We have tried it with all kinds of fuel, from the rough knots to hard coal, and never yet found it wanting. It is a good furnace, and was well put in.

A. G. SIMILIE.

The strongest arguments for the "NEW IDEA" Furnace have been written by our friends. From all over Canada have come letters, praising the "NEW IDEA." Some mention one feature, some another, but all are satisfied, perfectly satisfied.

For every letter we publish we have a hundred others, written in the same enthusiastic vein. The "NEW IDEA" has made good. It has stood the test, and when we present these proofs of service—this testimony from actual users of the Furnace—we feel that we are giving dealers mighty good reason to look further into our proposition. This Furnace has never failed to give satisfaction. Isn't it pretty certain that it will satisfy you and your customers?

HERE IS MORE PROOF.

Could Wish for No Better

Blackstock, Ont.

Gentlemen:

The "NEW IDEA" Furnace I bought from your agent, Mr. W. L. Parrish, of Port Perry, gives me perfect satisfaction. It is easy to operate, and is economical on fuel. I could wish for no better.

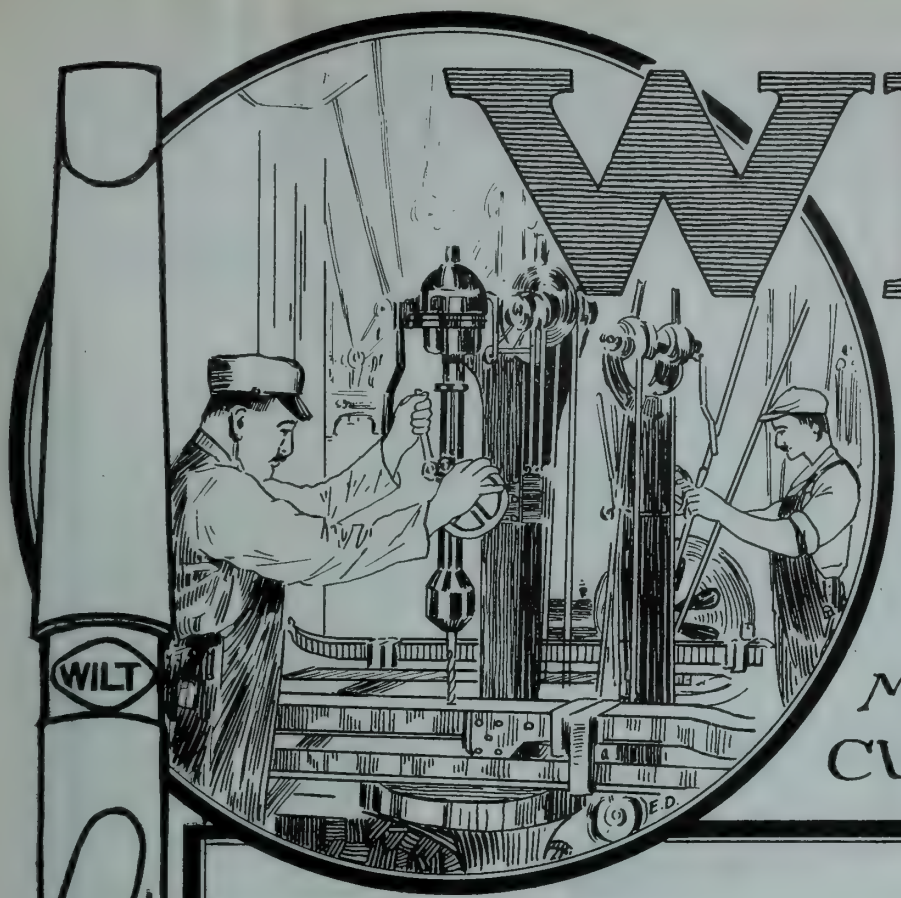
JOHN MARLOW.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Agents for Builders' Hardware
HARRY C. MOULDEN & SON, Confederation Life Bldg., Winnipeg
Stove Furnace Branch, F. C. MOORE, 134½ Higgins Ave., Winnipeg
W. G. CHESTER, Hamilton St., Vancouver

If interested tear out this page and place with letters to be answered.



WILT

HIGH SPEED AND CARBON TWIST DRILLS,

REAMERS, AND MILLING CUTTERS.





Wilt Tools Make Good

The name Wilt on High Speed and Carbon Twist Drills, Reamers and Milling Cutters is a sure sign of quality, and dealers know it, just as they know that experienced mechanics and manufacturers use and specify Wilt tools wherever fast and accurate production is necessary. Wilt Tools make good both in consumer satisfaction and profitable, business-building sales for the hardwareman. Let Wilt quality open the door of prosperity for you.

"Where there's a WILT there's the Way" trade WILT mark

Wilt Twist Drill Company

of Canada, Limited

Walkerville - Ontario

First Question

Perhaps the first thing a woman notices when she comes in to buy a stove is its appearance. If it doesn't strike her fancy for beauty and practicability, she does not care to look at it further.



Nesco Perfect Oil Cook Stoves

The general appearance of this stove is excellent. The first impression is "it's a beauty."

The japanning is splendid in color, in finish, and in workmanship. The shape is very graceful. The straight legs at once appeal for sturdiness and because they do not spread at the feet, causing tipping. The stove holes are round (purposely so) and are set well forward so as to give more room at the back of the stove.

The

Nesco NESCO PERFECT Nesco

Oil Cook Stoves are easy to sell because they produce a very favorable impression right at the start.

The operation features are so good that they clinch the sale.

A pretty good stove for you to sell, isn't it?

Place orders now for your 1921 requirements. Your jobber will be able to take care of you.

National Enameling & Stamping Co.

St. Louis Granite City, Ill. New York Milwaukee
Baltimore Chicago New Orleans Philadelphia

If interested tear out this page and place with letters to be answered.

STEEL & IRON PRODUCTS

Quality

Service

OF EVERY DESCRIPTION

HAMILTON PIG IRON

Basic Malleable Foundry

STEEL AND IRON BARS

OPEN HEARTH STEEL SHEETS

RAILROAD TRACK MATERIAL

Angle Bars Track Bolts Tie Plates Tie Rods Spikes

SCREWS

Steel
Brass
Bronze
Wood and
Machine
Screws

WIRE

Steel and Brass, Copper and Bronze, Heavy and Fine, Bright, Annealed, Coppered, Galvanized, Tinned, Stranded, Steel and Copper Cable, Barb, Woven Clothes Line

NAILS

Wire
Cut
Boat
Horseshoe
Shoe Nails
Tacks

POLE LINE HARDWARE

Pole Steps Cross Arm Braces Guy Clamps Guy Rods

WROUGHT PIPE

Black Pipe
Galvanized Pipe
Nipples
Couplings

FORGINGS

Car Axles
Shape and Drop Forgings
Carriage and Automobile Hardware

LEAD PRODUCTS

Lead Pipe
White Lead
Shot
Putty

BLOOMS
BILLETS
PLOW BEAMS
ANGLES
CHANNELS

WIRE RODS
HORSE SHOES
FENCING
RIVETS
BURRS

THE

STEEL COMPANY

OF

CANADA

LIMITED

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered.

CARBORUNDUM IN THE HOME



THE home of every one of your customers represents a market for Carborundum Products—

Carborundum Knife Sharpeners and the Kitchen Knife Stone for household knives—

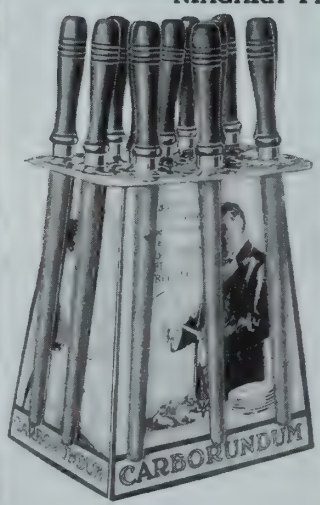
Carborundum Niagara Grinders for household tools.

One way to quickly and effectually reach this trade is through the medium of window displays.

We are of course always ready to send you Carborundum display materials and trade helps.

Write us—or ask the Carborundum Salesman

THE CARBORUNDUM COMPANY
NIAGARA FALLS, N. Y.



Carborundum Knife Sharpener Display



Carborundum Grinder Stand

If interested tear out this page and place with letters to be answered.



Ideal for Closed Cars



Makes Open Cars Luxurious



Ends Doctors' Hardships

Every Car at Your Door a Prospect

Clark Heaters



Under the Hood While Standing, They Warm The Engine, Making Starting Easy and Certain

Double Purpose

These illustrations tell part of the story of the usefulness of Clark Heaters. These reliable, efficient heaters burn Clark Carbon Fuel, which has no flame, odor or smoke. Clark Carbon is made ready in five minutes, and gives a genial, comforting heat for from 12 to 14 hours. A boon to winter drivers for warming passengers or the engine—eliminates cold weather starting troubles.

Double purpose means double sales for the dealer. Everyone who drives in cold weather is a possible customer, and the added feature of keeping engine from freezing will make the appeal all the stronger.

Selling opportunities all about you.
Your jobber has a stock.

Chicago Flexible Shaft Company

5608 Roosevelt Road
Chicago, Illinois

If interested tear out this page and place with letters to be answered.



Arrow Brand Wringers

What More Acceptable Christmas Gift Than a Washing Machine or Wringer?

Wise dealers prominently display an assortment and suggest these splendid labor-savers to customers.

Many a man will buy a washing machine or wringer (or both) for his wife or mother and thank the dealer for his happy suggestion.

The "Dowswell" line comprises washing machines and wringers for every sized pocket book.

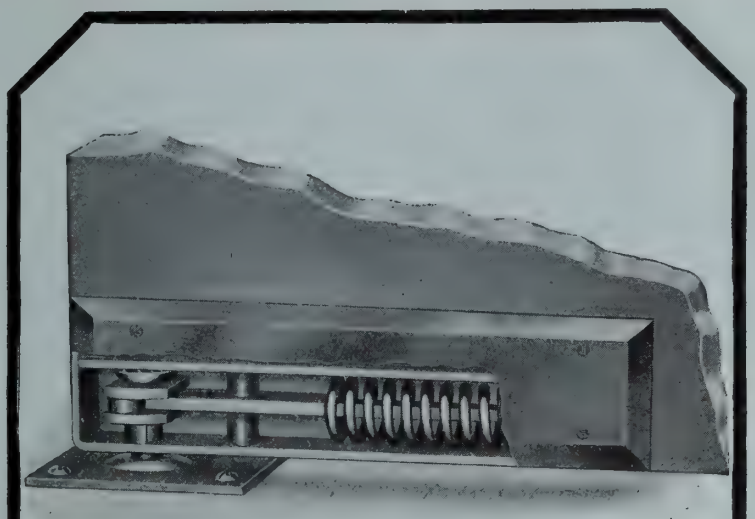
DOWSWELL, LEES & CO. LTD.

HAMILTON, CANADA

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.



Lawson #800 Floor Hinge

60,000 Double Swings Without a Sign of Wear

WHEN the new Lawson No. 800 Floor Hinge first came out hardware men asked, "Will such light construction stand up under heavy wear?"

So a Lawson Hinge, taken from a dealer's stock, was put to a thorough test. Fitted to a 50-lb. door, it was slammed back and forth continuously—60,000 complete double swings.

After this treatment, as severe as the average hinge would get in a life-time, *no part of the hinge showed any appreciable sign of wear.* It continued to swing smoothly with no lost motion at dead center. This is the result of Lawson *scientific construction.* Strength where strength is needed. Friction eliminated where the wear comes.

The Lawson No. 800 Floor Hinge is made with square bevel-edge reversible side plates, all standard finishes. A better looking job, easily installed and at low cost.

It is meeting with a steadily increasing demand from contractors and architects. This means large sales and quick turn-over for dealers.

Write today for illustrated catalog describing in detail this and other styles of Lawson Spring Hinges, for residence, office and factory doors, gates, etc.

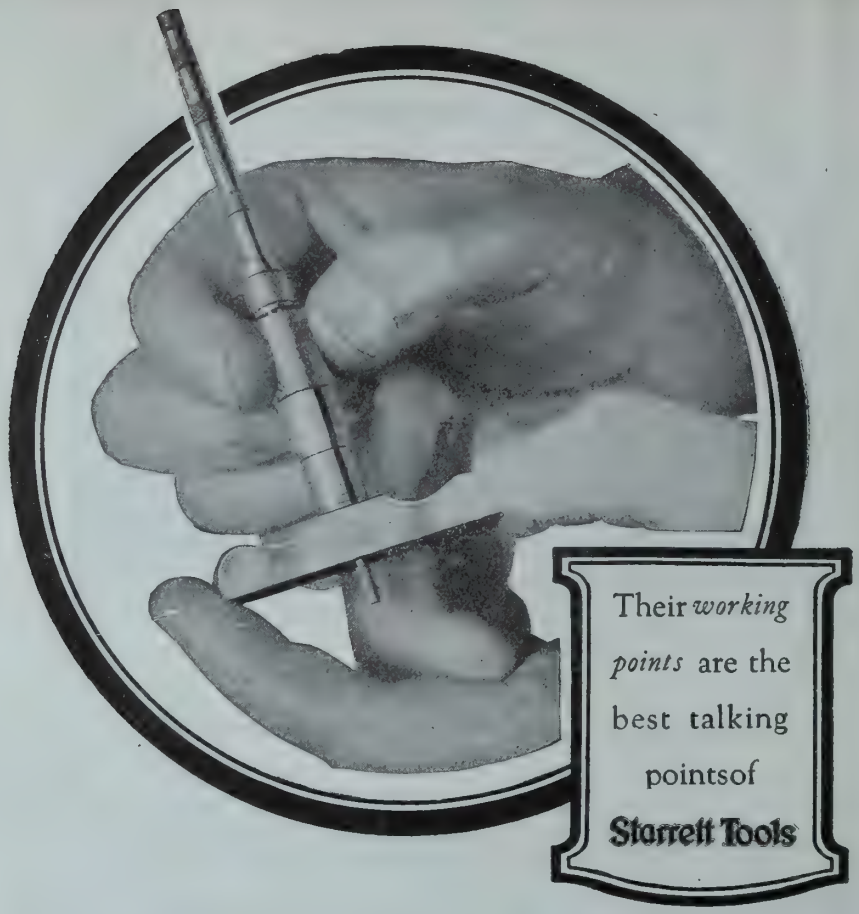
Lawson Manufacturing Company 230 West Superior Street Dept. 7769 Chicago, Ill.

Eastern Representative
John H. Graham & Co.
113 Chambers St. 95 Reade St.
New York City

Pacific Coast Representative
C. N. & F. W. Jonas
Seattle San Francisco
Los Angeles

LAWSON

If interested tear out this page and place with letters to be answered.



"—store, fixtures, and—*good-will.*"

How often you see that in a bill of sale. Good-will—one of the most valuable business assets.

Starrett dealers can trace a big proportion of the good-will they've built up to their Starrett Tool sales. The toolmaker, for example, who buys, say, a Starrett Micrometer Depth Gauge will always have a friendly feeling for the store that sold him that tool.

The easy way of adjusting this Starrett Gauge to take up wear—the one-inch and half-inch collars for taking measurements up to 2½ inches—the fine workmanship, and above all the Starrett name—these are points that make a strong appeal to the expert mechanic.

Building new business by fitting Starrett Tools to your customers' jobs—that's what "The Tools Mechanics Buy" tells about. Write for free copies for yourself and your clerks.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

Sell Starrett Tools

If interested tear out this page and place with letters to be answered.



Story for Week Dated December 11, 1920 Being No. 35 in the Series

The E. B. Eddy Co. Manufacture Paper Bags For All Purposes

IN your busy life as a retailer did you ever have a minute to think of the many interesting points there are about the paper bags you use in such quantities every day?

In the course of a visit to the E. B. Eddy Company's Paper-Bag making factory so many remarkable facts crop up about the paper bags they make there by the million, that from that time forward every paper bag you see assumes a new and great importance.

Merely to mention the many varieties of paper bags manufactured by the E. B. Eddy Company is a revelation in itself.

Here are some of them:

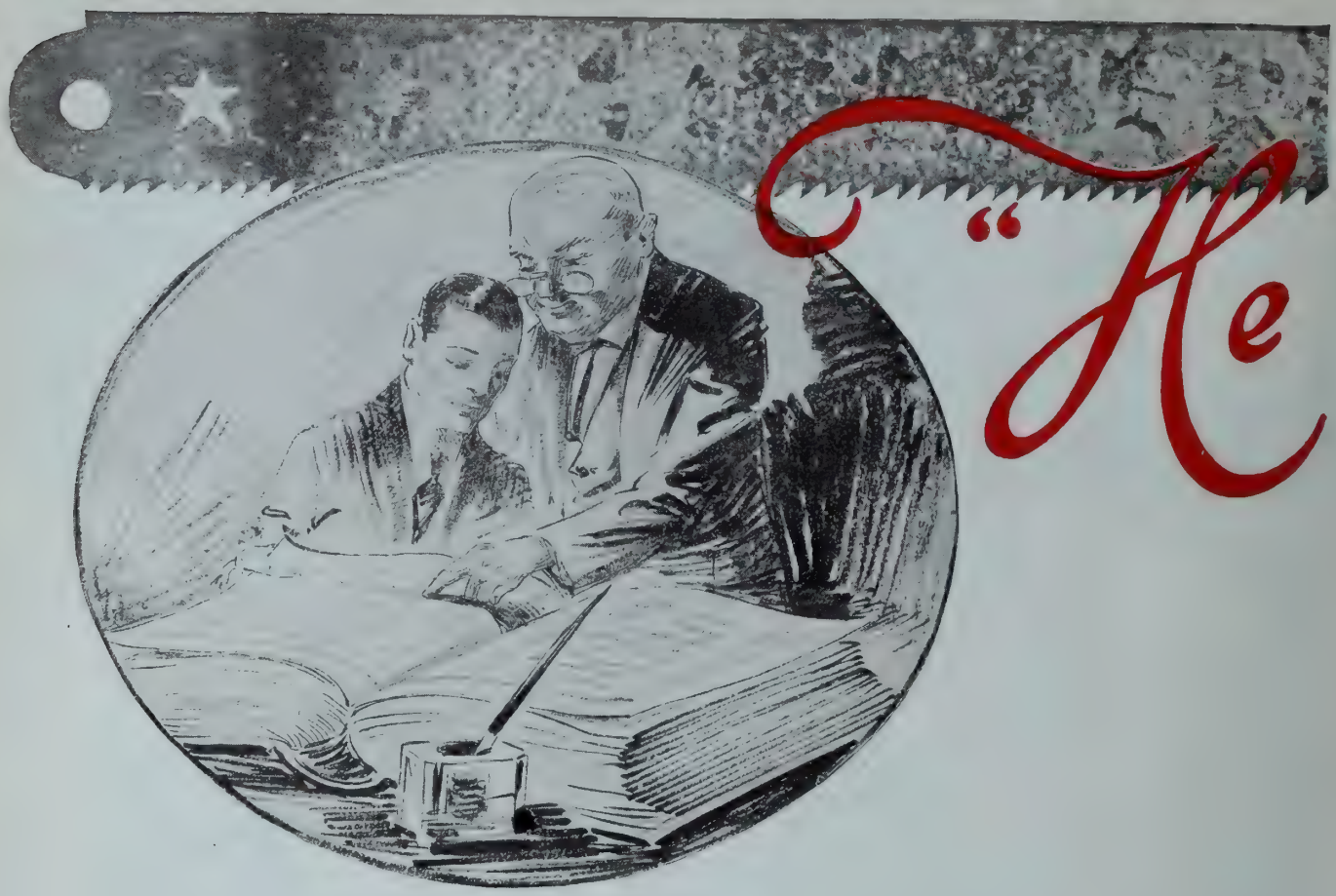
Eddy Company grocery bags; Eddy Company hat and millinery bags; Eddy Company flour sacks; Eddy Company bags for banana bunches; Eddy Company chocolate bags; Eddy Company glove bags; Eddy Company notion bags; Eddy Company cigar bags; Eddy Company broom bags, and also broom bands; Eddy Company starch bags (to fit the barrels); Eddy Company paper bags to hold pianos; Eddy Company paper bags to hold automobiles; Eddy Company casket covers (a strange-shaped paper bag with a mission of grief), and during the munitions business activity Eddy Company bags for explosives were more than ever in demand.

Twenty-three marvellously speedy machines in the paper bag factory turn out for the E. B. Eddy Company's business no fewer than a million bags every day. Pick up and examine any of the E. B. Eddy Company paper bags you are using in your own store. You will find it a good, serviceable bag. Its cleanliness and purity are assured as you know from what you have read of the pulp and paper making processes.

A million paper bags a day, and a story in every one of them as you will read in next week's article on this page.



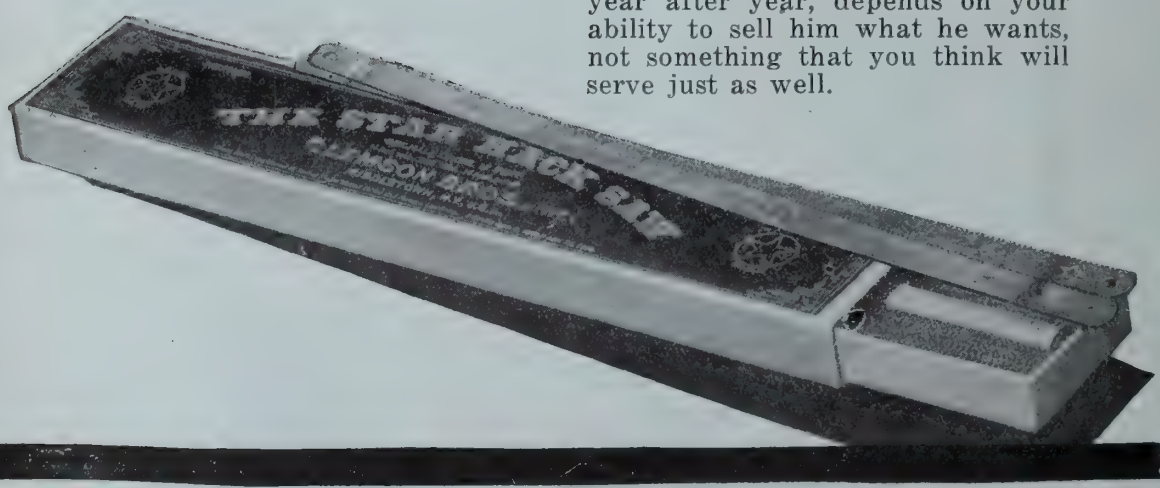




"He

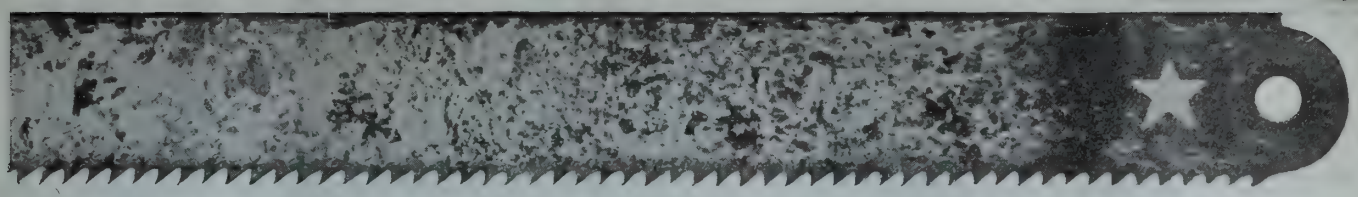
LOOK over your ledger some day and pick out your best customers. Likely enough their profit-making connection started with the purchase of some small article like Star Hack Saws.

The satisfaction that brings back your customer day after day, and year after year, depends on your ability to sell him what he wants, not something that you think will serve just as well.



STAR HACK

If interested tear out this page and place with letters to be answered.



started with Star Hack Saws"

Experience shows that repeat sales come from selling standard goods which sell best because their high quality is so well known it needs no proof.

For 37 years Star Hack Saws have been the largest selling blades because they are known to give so much better metal cutting results than any other saws.

Scarcely a hardware store or supply house in the country but has its stock of Star Saws in the famous green box. To thousands of dealers and users the Star is literally the only hack saw they know.

Old friends of the Star have been interested in our announcement that we who have made Star Hack Saws since 1883 have taken over the marketing of them as well. Which is part of our policy of getting Star quality even more widely known and appreciated than it is now. As part of this policy our national advertising for the coming year will be carried out on a wider and more dominating scale than ever before. And our sales co-operation with you will be as complete as we can make it.

In ordering through distributors, be sure you get "Star." Your inquiries and direct orders should be sent to this office, where they will have prompt attention.

CLEMSON BROS. INC.

MIDDLETOWN, N.Y.

Canadian Office and Warehouse: 304 Imperial Office Bldg., Hamilton, Ont.



SAW BLADES

If interested tear out this page and place with letters to be answered.



The Evening Dress Shave

There is a certain amount of pride in all men. They are especially anxious to look spick and span in their "best" clothes.

And while clothes do not make the man, a good, clean, comfortable shave is important to his appearance and his disposition as well. Happy the man whose razor does not put him in a bad humor.

More and more, men are coming to realize that they do not have to go to a barber for the kind of shave that makes them put their best face forward. They know that there is a Genco Razor that will shave **them.**

Dealers that sell Genco Razors sell more than so many pieces of cutlery for so much money. They sell shaving service.

Every Genco customer is a satisfied customer. He is so pleased with his purchase of a Genco that he swears by the dealer who sold it to him. He gets to calling the dealer's store "my store."

Sell Each Customer The Razor That Will Shave HIM

Display a Genco Assortment in your store. The ideal stock unit of Genco Razors is a Genco Display Assortment. Each assortment contains razors for every kind of beard and skin with a handsome display cabinet for the cutlery department.

Ask your jobber for prices on the several Genco assortments. If he cannot supply you, write us.

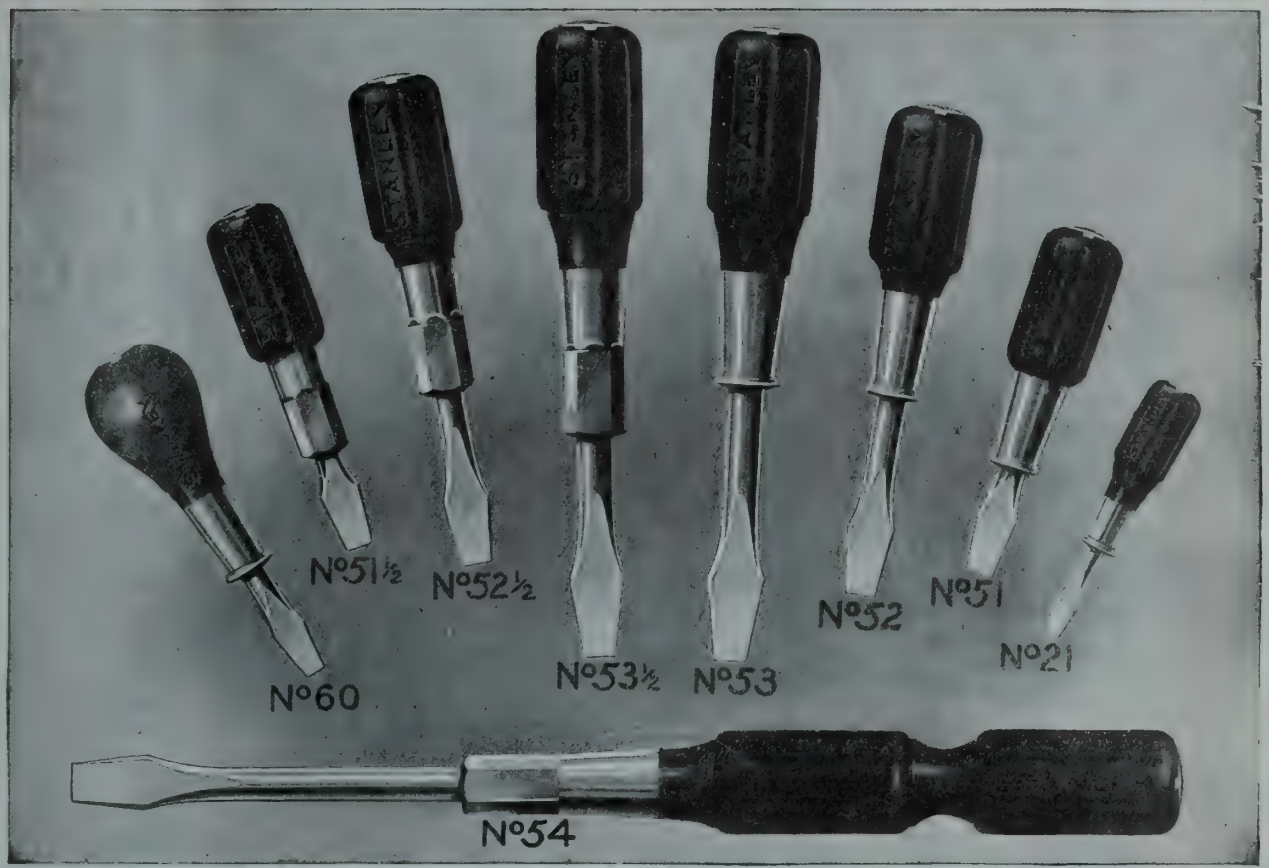
Genco Dealers are furnished with window display material, booklets, salesmen's guide charts and newspaper electrotypes free.

GENEVA CUTLERY CORPORATION

159 GATES AVE. GENEVA, N.Y.

WINNIPEG: 332 BANNATYNE AVENUE.

If interested tear out this page and place with letters to be answered.



Stanley Tools

Made in Canada

The illustration above shows a line of Screw Drivers which should be in the store of every dealer who prides himself upon carrying a complete stock of tools.

It is an assortment of SPECIALS that will appeal to many of your customers.

For instance—No. 21, shown at the extreme right of the picture—blade only 1½ inches long, just fits the vest pocket, a strong little Driver and very handy.

Also No. 60—shown at the left—only 1⅝-inch blade, but with a big sure grip handle. For heavy work into close corners it cannot be beaten. Used by Plumbers, Machinists, Millwrights, etc.

Nos. 51, 52 and 53—Called MACHINISTS' DRIVERS—Big, broad tips for large screws and extra large shanks for heavy work.

Nos. 51½, 52½ and 53½ — also Machinists' Drivers, have hexagon nut on shank for use with a wrench.

No. 54—Note the DOUBLE GRIP, also the hexagon feature for wrench. With this latter Driver one can turn anything.

We make other drivers. See Catalogue.

Address all Communications to

THE STANLEY RULE & LEVEL PLANT.
THE STANLEY WORKS
NEW BRITAIN, CONN. U.S.A.

Canadian Representatives:
MACFARLANE & CO., Limited, Montreal, P.Q.

If interested tear out this page and place with letters to be answered.

Butterfield



Foreign Representatives :

Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue De Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg.

Accuracy
Reliability
More Production

Tools That Sell and Give Satisfaction

No hardware wholesaler or retailer is in business merely for to-day. A big total of sales for one day means little, but a big daily average means good, solid, substantial business. Such a business can scarcely exist without permanent, satisfied customers. To build business, the old customers must be held and new ones obtained. Butterfield Tools hold the old customers and a good display of Butterfield Tools frequently first attracts the new customer.



Butterfield & Co., Division

Union Twist Drill Company

Rock Island, Quebec



If interested tear out this page and place with letters to be answered.

"QUALITY FIRST"

Galvanized Sheets

IN STOCK -- IMMEDIATE SHIPMENT

At Toronto

Specially good stocks of 10¾ oz. and 28 U. S. Gauge (equal to 28 and 26 English Gauge). Material now arriving is old contract, low price goods, on which we are prepared to name

Very Attractive Prices
Full Range of Sizes

About 30 boxes 65-sheet Dull Black Canada Plate still available.

At Winnipeg

Full range of sizes and gauges from 10¾ oz. to 20 U.S.G. All sheets first-class working-up quality. Stock sheets with prices mailed on request, or any rush orders entrusted to us will be filled at

Lowest Current Prices

Full stocks of Eavetrough, Conductor Pipe, Corrugated Iron, Metallic Ceilings, Shingles and Siding, at both factories.

The Metallic Roofing Co., Limited

MANUFACTURERS

Toronto and Winnipeg

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins



Catalogues and Prices Sent Upon Application

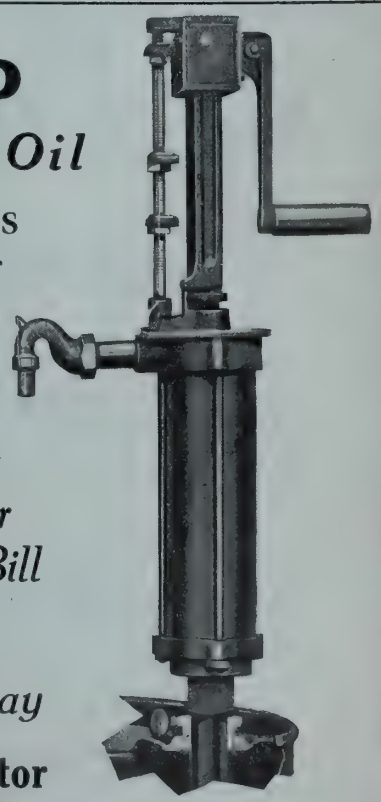
The CANADIAN WINKLEY CO., Ltd.
WINDSOR

Stop

Wasting Oil

Use This Popular

Hand Oil Pump



It Means Cutting Your Waste Oil Bill in Half.

Write to-day

Hamilton Motor Works, Limited
HAMILTON, CANADA

If interested tear out this page and place with letters to be answered.



The Two Great Loss Preventers

DENNISTEEL
Made in Canada

Lockers - Cabinets

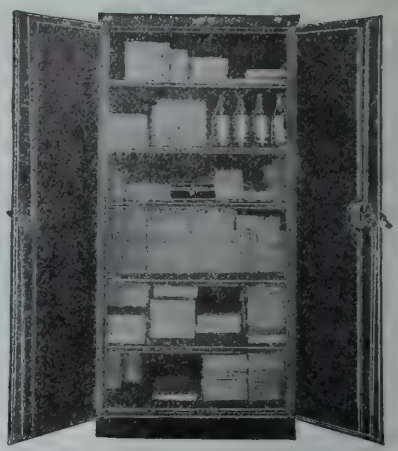
LOCKERS

for the personal belongings of your employees, offer privacy as well as protection.

CABINETS

for stationery, supplies, books, etc., in the office.

Indestructible, space-saving, tidy, permanent, vermin-proof and FIREPROOF. No other equipment can compare with these for office convenience.



We Also Make

Steel Lavatory Compartments, Bins, Shelving, Chairs, Stools, Shower Baths, Dressing-Rooms, Ornamental Iron and Bronze, Commercial Wire-work of all kinds, General Builders' Ironwork.

WRITE FOR FOLDERS.

Halifax
Montreal
Ottawa
Toronto

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA

Hamilton
Winnipeg
Calgary
Vancouver

BLACK AND BLUE ANNEALED SHEETS

OUR STOCK IS WELL ASSORTED

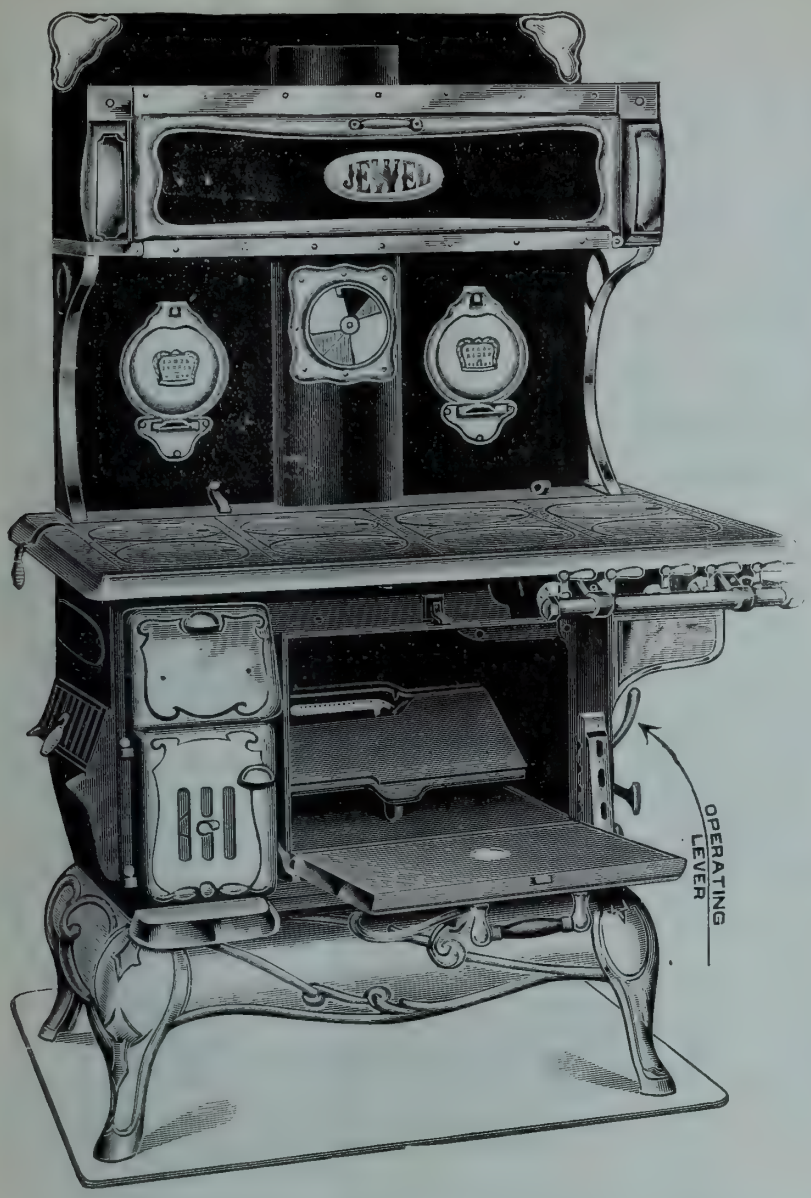
ROLLINGS CAN BE ARRANGED PROMPTLY

SEND US YOUR DETAILED SPECIFICATIONS

THE STEEL COMPANY OF CANADA, Limited

HAMILTON **MONTREAL**

If interested tear out this page and place with letters to be answered.



The Triplex Jewel Combination Range

Burns Hard or Soft Coal or Wood, Natural or Manufactured Gas.

The Strong Feature of this Stove Is the Fact that It Is Never Out of Commission, but Always Ready for Service.

The Stove Season is Here

The "Triplex Jewel" with its combination feature has solved the problem for hundreds of Canadian housewives.

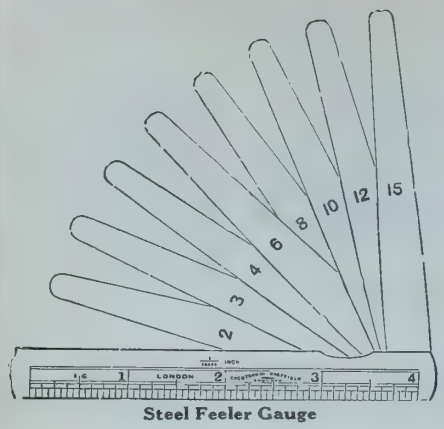
The "Triplex Jewel" is the last word in "Combination Ranges." In it are embodied all the latest and most modern features yet known to stove makers. No other combination range is so well equipped, and none so attractive in appearance and neat in design.

Thousands of interested housewives saw the "Triplex Jewel" demonstrated at the Toronto Exhibition this year and everywhere the note of approval was heard—and now they are buying.

You should have a "Triplex Jewel" on your floor right now. Show one in your window: it's your opportunity to make sales. Write for further information.

The Burrow, Stewart & Milne Co., Limited
Hamilton, Ontario

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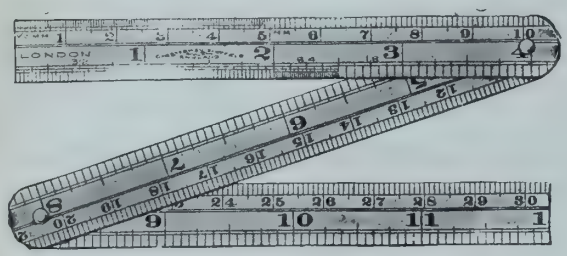
Steel Feeler Gauge

CHESTERMAN'S

Measuring Tapes

Steel, Linen and Metallic

Steel Rules
Straight Edges
Surveyors' Band Chains
Engineers' Tools



Write for Catalogue



MANUFACTURED BY

JAMES CHESTERMAN & CO., LTD.

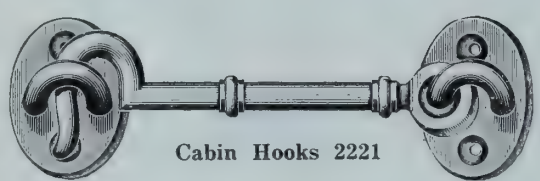
SHEFFIELD - ENGLAND

Canadian Representative:

F. H. SCOTT
404 Coristine Building
MONTREAL, CANADA

JAMES CARTLAND & SONS LTD.

BIRMINGHAM, (ENGLAND)



Cabin Hooks 2221

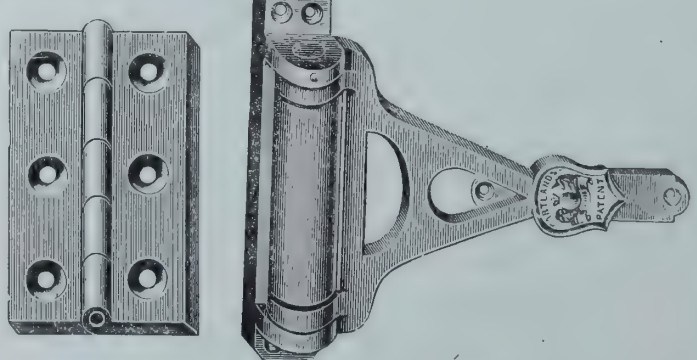
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BUILDERS & GENERAL BRASSFOUNDRIES

Canadian Representatives

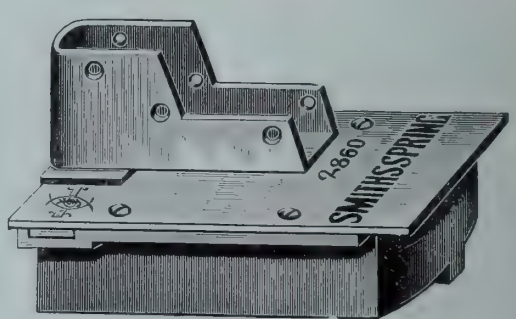
G. Smith, 18 Stair Buildings, Toronto.

R. R. Sutherland, 402 Confederation Life Buildings, Winnipeg.



5150. Machine Made Hinges.
Made in all Standard Sizes

5355. Helical Door Springs
Made Adjustable and also Non-adjusting.



2860. Smith's Floor Spring
Made Light, Medium and Strong.

If interested tear out this page and place with letters to be answered.



The New Falcon Range

Keep the Spirit of Christmas Alive—

during the year with a New Falcon.

It is a range that possesses every requirement a woman can desire. The Falcon heats quickly, evenly and guarantees perfect cooking and heating at all times. To get that appetizing and outside crispiness on roasts of lamb, beef, etc., the Falcon has no equal.

The household that possesses a New Falcon is a home of joy and happiness every day and all sesaons.

Note to Dealers

The New Falcon will earn and keep new friends for you and the dealer who suggests its purchase will produce more trade and profit.

Let us send you our complete list and prices of stoves and ranges.

This range is made in two sizes:

18 in. oven, 18 x 19 x 12½; top, 43½ x 27.
20 in. oven, 20 x 19 x 12½; top, 45 x 27.

Beach Foundry Limited

Broad St., Ottawa, Can.

Branches in Winnipeg and Vancouver

Note These Important New Falcon Features

A. Note height to which front key plate may be raised, allowing scuttle of coal to be emptied freely without use of shovel or poker.

B. Heavy sectional perpendicular fireback. All other linings also heavy and almost perpendicular.

C. Large combination draft and poker door opening.

D. Duplex grates that may be removed through grate opening for replacing with wood grate (note letter N) or for any other purpose, without disturbing the fire-box linings. Also note improved cog gudgeons.

E. Very large ashpan.

F. Drop closet door.

G. Combination check draft with key to close off flue and opening for air intake.

H. Improved sliding direct draft damper, giving full control of heat units to oven or chimney flue.

I. Key plate top. Covers and short centres heavily ribbed. Sectional reducing cover.

K. Improved attachment for spring oven door balance. Door held down by spring when open and held tight in place by spring when closed.

L. Rubberoid oven door handle—always cool.

M. All nickel parts plain, high finish, easily kept clean.

N. Special wood grate replaces duplex grates for burning wood only.

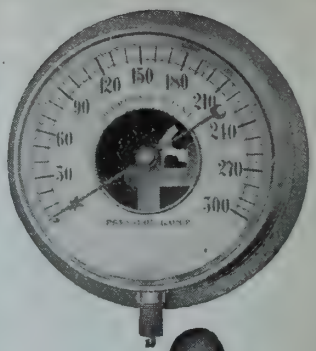




FIVE WORKS---OVER 3,000 EMPLOYEES

UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.



Specialists in the manufacture of

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.



"UBEL" SERVICE

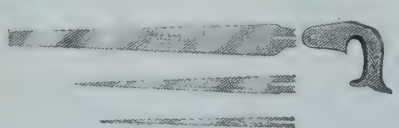
If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

Representatives for Canada (East of Alberta)
W. H. CUNNINGHAM & CO., 269 Richmond St. West, Toronto.
For British Columbia and Alberta
W. MASON ROOKE, M.I.M.E., 613 Dominion Bldg., Vancouver, B.C.

ATKINS STERLING QUALITY SAWS







By handling exclusively Atkins Sterling Quality Saws and Tools, you can increase profits in your saw and tool department.

Atkins Sterling Quality steel, Atkins expert workmanship, Atkins improved methods and Atkins exclusive features make Atkins Sterling Quality Saws and Tools

"The Finest on Earth"









Made in Canada

E. C. ATKINS & CO.

Established 1857

"The STERLING QUALITY Saw People"

Factory—Hamilton, Ont. **Branch—Vancouver, B.C.**

If interested tear out this page and place with letters to be answered.

True Economy

Stack Heater

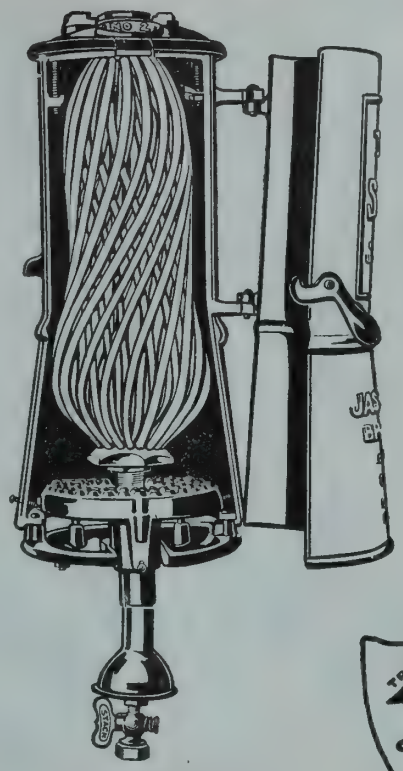
The Stack Gas Water Heater will heat water in one minute.

The almost perpendicular copper pipes in the Stack Heater offer no hindrance to the natural tendency of water to rise when heated.

Take note of the small size and large number of coils; this means quick heat. The numerous small pipes will naturally heat water quicker than one big pipe because of the greater heating surface offered.

More hot water with a smaller consumption of gas—that's true economy.

Send for a Stack Heater Display Card.



The James Morrison Brass Mfg. Co. Limited
93-97 Adelaide Street West, Toronto, Ontario

Davidson's "Beaver" Heaters



We should be glad to supply you in addition to our general catalogue, information on Enamelled Signs, Ranges, Refrigerators, etc., etc.

These very practical heaters are made in several styles with or without ornamental swing top and nickel plated band. They are made with new roller grate and ash pan, and can be shaken down without opening ash door.

They have great heating capacity and are made in two sizes—11¾ in. and 13 in. body diameter —with crank handle complete. Floor pans can be supplied in place of feet if desired.

The Thos. Davidson Mfg. Co. Limited

Head Office : 187 Delisle St., MONTREAL

Branches : Toronto and Winnipeg

Steel Foundry Division : Lachine Canal, Turcot

DAVIDSON'S PREMIER MADE IN CANADA SEAL OF DURABILITY

DAVIDSON



THIS IS THE DODSON

WE MAKE ZENITH PREMAX LOOP LEVER HAME CHAINS

9 F

EMBOSSED LETTERS AND FIGURES

THE USER WANTS THE BEST IN HARNESS GOODS TODAY

"Premax" and "Premax Special," Weldless, Flat-link Chains have satisfied critical, discriminating customers for 25 years—are doing so to-day. Dealers who KNOW stock them. Others should. They build permanent profits.

QUALITY, SERVICE, SATISFACTION, PROMPTNESS

Our Hame Chains are leaders. Halter, Jockey, Stallion, Bit, Trace and Breast Chains. Spreaders, Dog Leads, Traps, Key Rings, Key Chains, Number Plates, Name Plates, all sizes and finishes. Building Supplies, etc. Embossed Letters and Figures, Brass and Aluminum are Trade Builders. Let's get acquainted. Write to-day for Catalog No. 25 HM7.

NIAGARA FALLS METAL STAMPING WORKS

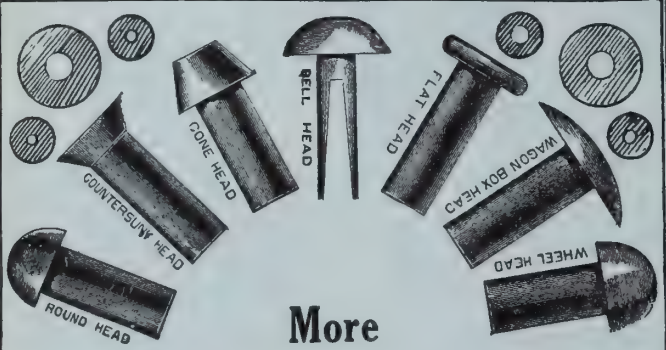
Makers of Hardware Specialties

237-239 TENTH ST., NIAGARA FALLS, N.Y.

Western Canadian Sales Agent:
D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.



NIAGARA WROUGHT STEEL HARNESS SNAP



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.





The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

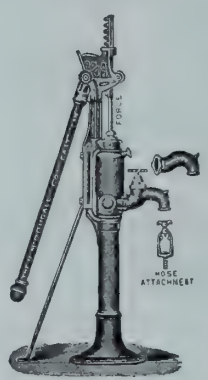


Fig. 117

"McDougall" Well Pumps

A Standard in Every Community

This represents one of our best features in Well Pumps. The cog gear head is a distinct advantage over pump heads where links and friction guides are a necessity.

A minimum amount of labour for producing maximum results is a distinct selling advantage.

Manufactured by

The R. McDougall Co., Ltd.

Galt, Canada

E. Roy,
5 1-2 St. Andre St., Montreal, Que.

A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg



4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.



Screw Drivers Mechanics Buy

No. 44—Assortment Trusty Drivers.

BRIDGEPORT

A Popular Line of Steady Selling Tools That Establishes Consumer Confidence In Your Store

The Bridgeport Line of Screw Drivers has an enviable reputation for satisfaction and wearing powers to the user. Being made of selected materials by skilled workmen, they are a standard of efficiency that has won the dealer many new sales, and helped to establish consumer confidence in his store. For sales and service with satisfied customers stock and sell the Bridgeport line.

Nearly All Canadian Jobbers Sell
THE BRIDGEPORT LINE.

The Bridgeport Hardware Mfg. Corporation

Bridgeport, Conn., U.S.A.

Canadian Sales Representative :

W. J. LATIMER, 122 Hilton Ave., Toronto

Reliance Screw Drivers
No. 35 ASSORTMENT

This fine driver is packed in a very attractive display rack containing the following drivers: Four 4-inch, four 5-inch, and four 6-inch. The rack as shown above is substantially made of hardwood in mission oak finish, with attractive white, violet and gold labels. Displayed in this way they sell "on sight."



Satisfied Customers Make Repeat Sales

A dealer who handles a recognized standard line of files gets the reputation for handling good tools.

Kearney & Foot
Great Western
American
Arcade
Globe

FILES

have been recognized for over fifty years as the standard files. They help sell other tools.

Our large reserves enable you to stock quickly.

Made in Canada by

Nicholson File Company

Port Hope - Ontario

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A Profitable Seller

It's good business to sell **Vol-Peek.** 70% profit. No expense. Simply place our attractive display stand on your counter. It sells the goods on sight. Every housewife needs **Vol-Peek.** Guaranteed to mend Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., **at one-half cent per mend.** Easily applied by hand. Hardens quickly.

Order your display stand to-day. Contains 24 packages for $3.50. Sells at 25c per package.

Advertised all over Canada

Your jobber has them.

H. NAGLE & COMPANY

Owning and Operating Vol-Peek Mfg.Co.
Box 2024. Montreal, Canada

WENTWORTH WELLWORTH
ALUMINUM AND COPPER WARES



Smoker's Trays
IN
ALUMINUM
AND
POLISHED BRASS

ORDERS FOR ALL WENTWORTH WELLWORTH LINES SHIPPED SAME DAY AS RECEIVED.

Tea Pots
IN
ALUMINUM
AND
NICKEL-PLATED COPPER
3 and 4 pints.



Write for our Aluminum and Copper Ware Catalog, showing many excellent lines for the Christmas Season.

WENTWORTH MFG. CO., Hamilton, Canada

Owned and Operated by E. T. WRIGHT CO., LIMITED



Westco Tankless Water System

Gives City Conveniences to Rural Homes

The Westco Tankless Water System gives to farm and suburban homes, which have electricity available, all the modern sanitary conveniences of the city. Running water for indoor toilet, bathroom, kitchen, barns, dairy, etc. These conveniences have been too long delayed in the rural districts.

The Westco fills this urgent need.

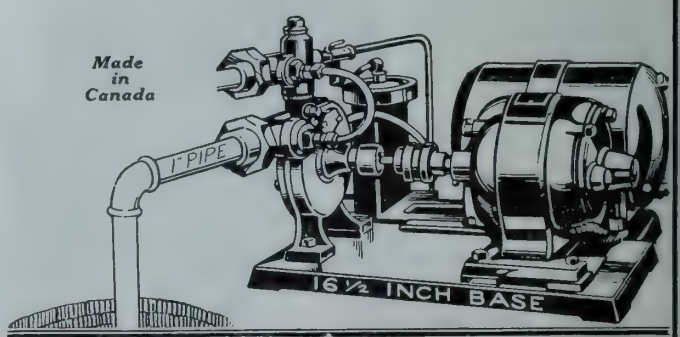
It has no storage tank. Just turn the tap and the pump starts, pumping the water ***direct*** from the source of supply to the faucet.

The Westco Tankless Water System is small and compact, weighing less than 100 lbs. It is 16½ inches long, 14½ inches wide, and 11 inches high. It will pump 300 to 500 gallons per hour. It has NO gears, NO valves, NO belt, and is self-lubricating and noiseless. ***It has only one moving part***—the impeller in the pump—and, therefore, does not get out of order.

There is a big demand throughout the country and dealers are finding it good business to handle The Westco Tankless Water System.

Write for full particulars.

WESTCO PUMPS, LIMITED
707 Yonge St., Toronto, Ont.



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TWEED SANITARY CLOSETS

will find a ready sale



Our No. 1 Tweed Sanitary Closet with mahogany finished seat and lid with nickel-plated hinges. Every Tweed is built on similar lines and guaranteed to give satisfactory service.

These Tweed Sanitary Closets will find ready customers among farmers, suburban dwellers or any class of people who live in a locality without City conveniences.

We are advertising the Tweed direct to many of your customers who are in need of one in their home **right now**, with the winter months upon us. Make sure you are in a position to supply them.

The Tweed is simple to install, absolutely dependable, sanitary and inoffensive. The Special Tweed Chemical used in connection with the closet destroys every trace of odor. No plumbing of any description is needed. The Tweed solves the problem of putting city conveniences into a country house at a fraction of the cost.

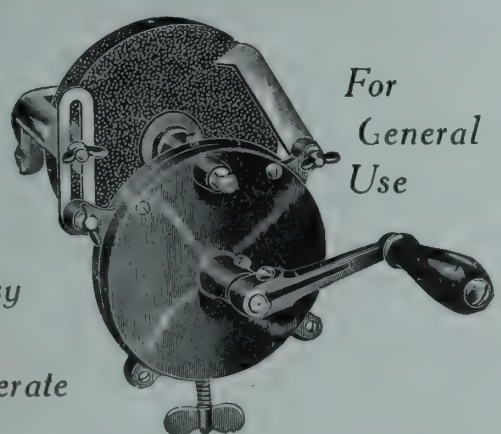
Let us tell you more about the Tweed as a selling proposition. Write us for price lists and literature descriptive of the Tweed Sanitary Closets, the Tweed Baths and other home conveniences manufactured by us.



Tweed Chemical is put up in handy, attractive cartons. The Closets are compactly packed for shipment and are easily handled.

THE STEEL TROUGH & MACHINE CO. LIMITED
TWEED, ONT., CANADA

Bull Dog Enclosed
Cut Gear Tool Grinders



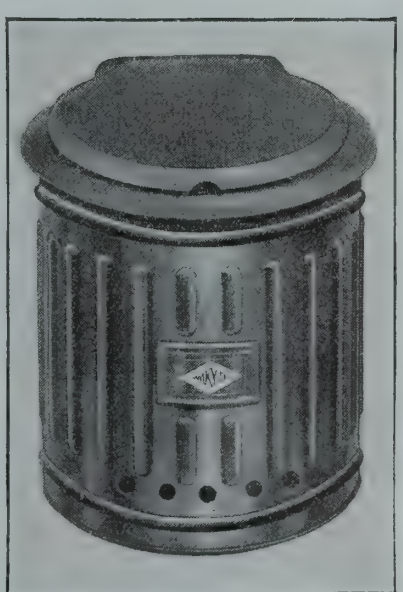
For General Use

Easy To Operate

A strongly built grinder for general use. All gears and steel pinions are machine cut, entirely enclosed with dust-proof case. All bearings are properly fitted with oilers to insure ease of operation and long life. Baked black finish, with tool rest, slide and bracket. With Vitrified Corundum Wheel. Made in four sizes.

Western Hardware Mfg. Co.
Milwaukee, Wisconsin

CHEMICAL CLOSETS THAT SELL



WAKYTE SANITARY CHEMICAL CLOSETS are the recognized convenience for districts where sewer and water accommodation is not obtainable. Used in thousands of homes, schools, etc., all over Canada.

A specially designed article with corrugated iron body, and with selling points that close sales. A Superior line with SUPERIOR QUALITY, that means service to the buyer, and a quick turnover and substantial profit for the dealer.

Stocks carried by: James Simmonds, Ltd., Halifax, N.S.; Sumner Co., Ltd., Moncton, N.B.; Thompson & Sutherland, Ltd., New Glasgow and Sydney, N.S.; J. S. Mitchell & Co., Ltd., Sherbrooke, Que.; W. B. Dalton & Sons, Ltd., Kingston, Ont.; Hobbs Hardware Co., Ltd., London and Toronto, Ont. And all jobbers in the Prairie Provinces.

Place your order through your Jobber or direct

WAKYTE MFG. CO., LTD., WINNIPEG

If interested tear out this page and place with letters to be answered.



Going STRONG!

IT is working out just exactly as we said! Gillette dealers who have read our folders, watched our advertising in newspapers, magazines and on the billboards, and who MADE THIS ADVERTISING *their own,* are making the best Christmas sales in their Gillette experience.

They are showing Gillette Safety Razors in the windows, using our display material, talking Gillette behind the counter, and some of them are using space in their local newspapers to advertise their local agency.

Make This a Gillette Christmas

With them, Gillettes are going STRONG!

What are you doing? The time is short now, but not too short to make things hum!

MADE IN CANADA
TRADE Gillette MARK
KNOWN THE WORLD OVER

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXII. TORONTO, DECEMBER 11, No. 50

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GEO. D. DAVIS, Manager.

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PRESTIGE.

Your Store has earned the reputation of carrying in stock only the best tools.
Your prestige as a discriminating buyer will be materially enhanced if you stock and sell the reliable

P x H

P x H and IMPERIAL FILES.

IMPERIAL

"They Cut Faster and Wear Longer."

File-sales Leaders from Halifax to Vancouver.

Be FILE-WISE.

Ingersoll File Company, Limited.

John Morrow Screw & Nut Co., Ltd., Sole Distributors,
Ingersoll, Ontario.

INGERSOLL

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, DECEMBER 11, 1920 No. 50

Extra Effort on Collections Required

Merchants Need Banks Co-operation in Collections, Not Further Credit—Increasing Tendency to Neglect Obligations—Taxes Discriminatory and Hamper Business—Some Favorable Factors in Outlook

MONEY stringency, which for some time has been affecting certain lines of trade to a considerable extent, has recently extended its effect on collections to the hardware trade. A situation has resulted which call for the immediate attention of merchants in order that its effect may be curtailed. Briefly, the condition is one which calls for extra effort on the part of the dealer to collect his accounts and keep his business in as liquid a shape as possible. This policy has been advocated in Hardware and Metal on many occasions, but the tightening up process is continuing and it has overtaken some dealers who have not followed this plan with the result that wholesalers report an increase in the number of hardware dealers in difficulty in so far as meeting their obligations are concerned.

Under these circumstances there are many dealers whose first thought is to turn to the bank and ask for further credit accommodation and because the banks have found it necessary to adopt a conservative policy the criticism has been made that the banks are not giving as much accommodation as they should at this time. The showing of substantial profits in bank statements appearing in the press has been pointed to significantly by those making this claim.

Banks Exceed Normal Accommodation

Discussing this matter with the head of a wholesale hardware firm, a man who is also a bank official, it was stated to Hardware and Metal that the banks are the trustees of the people's funds and that they must loan where this money will be safest and most profitable. He demonstrated that the increase in bank deposits within the past two years had been exceeded by the increase in current loans, indicating that the banks had given more accommodation in this period than would ordinarily have been the case.

This official supports the advice given by others in the trade, namely, to seek the co-operation of the bank in collections, he believing that there is little reason for the inability of dealers to collect their book accounts. Dealing with conditions in the rural districts, he was of the opinion that the ability of the farmers to hold up their crops in the hopes of better prices is an indication that they have means and should not be allowed to hold up the business of the local hardware dealer and make it impossible for him to maintain the necessary stock and allow him to take his cash discounts.

Taxes Hamper Trade

Speaking of various factors in the trade outlook, he took strong exception to the present system of taxation as a factor in hampering trade.

"There is too much discrimination in the whole tax system and the luxury taxes hamper trade by causing much waste of time affixing stamps, cancelling them and arranging adjustments in the case of returned goods." Among the discriminations referred to was the plan of taxing one value and not another, the taxing on turnover of 1 per cent. in some cases and 2 per cent. in others, and the ruling that a wholesaler cannot sell to a retailer without a license. Such discriminations he thought to be presumption on the rights of the business man. He advocates a tax which eliminates such discrimination, which bears in equal proportion and which therefore eliminates any cause for the Government making rulings which should be within the jurisdiction of the individual business and it alone.

No Reason for Pessimism

The opinion was expressed that there is no reason for pessimism in the business outlook, though doubt was held as to the possibility of any merchant making large profits during the next year or so. Further price recessions in hardware goods such as that which recently took place on paints will be made but he anticipates that these will be gradual and will not come unexpected as they will have their origin in market tendencies on the raw materials just as the drop in paint prices was expected as result of decreasing costs of lead, turpentine, linseed oil, etc.

Hardware Requirements Not Lessened

Taking the hardware trade as a whole, this official believes that the requirements of the people for hardware are not decreased and that the longer the trade is deferred the greater will be the rush later. He cites the building trade as an example of an industry which provides a large volume of business in hardware, paints, etc., and which bids fair to shortly revive from its inertia of the last few years. He mentioned an architect in the city of Montreal who was holding up building permits to the value of seven million dollars until February next. Other architects are similarly fixed and many builders have signified their intention of building in the spring. The increase in labor efficiency, as recently noted, was pointed to as a favorable factor. The recent improved movement of the Western crop was also mentioned as an aid in overcoming the difficulties of railway car shortage. The marketing of this crop will make its effect felt on general business conditions.

LUXURY TAX HAMPERS CHRISTMAS TRADE

Another basis of objection to the luxury taxes, and one which has resulted in hampering business has been made by the hardware section of the Ontario R.M.A. This deals with the fact that certain hardware dealers who have followed the plan of adding lines such as cut glass, chinaware, silverware, cutlery, etc., merely for Christmas trade, find this year that they are up against the necessity of taking out an annual license besides collecting the tax on such goods and the trouble of explaining to customers what the added charge is for. The scope of such trade is very limited in some stores, and in some cases these lines are used as trade pullers to help business in other goods. In the face of these handicaps there are said to be a number of definite cases where hardware dealers have passed up this line of business this Christmas. This is direct evidence of how the application of the Luxury Tax is hampering business.

Are Some Retailers Manufacturers?

Important Point in New Taxes to Be Decided by Test Case—No Prosecutions in Meantime—Refund to Be Allowed.

AN order-in-council definitely classifying as manufacturers those retailers who make an article from the raw material, such as tinsmiths making eave trough, stove pipe, etc., was passed by the Government the latter part of last week. In face of this development the announcement of the Retail Merchants' Association, to the effect that such retailers should ignore the ruling providing that they take out a manufacturers' license and remit a 2 per cent. sales tax on such articles, has been questioned by some in the trade. The question naturally asked is "What authority has the Retail Merchants' Association to advise retailers to go contrary to the Government regulations?"

In pointing out to Hardware and Metal the position of the R. M. A., Mr. Miller, Ontario secretary, stated that a test case was to be made at the earliest opportunity. A prominent retail merchant in the Maritime Provinces is likely to be the subject of the test.

No Prosecutions

"Mr. Taylor, Deputy Minister of Inland Revenue, was in this office a few days ago and stated that the test case prosecution would be brought on without delay, possibly within a week, and that meanwhile there would be no further prosecutions against such retailers who neglect to take out the manufacturers' license," said Mr. Miller, who added that he had assurances that if it is proved the Government has no authority to class any retailer as a manufacturer, those retailers who have already taken out manufacturers' licenses will secure a refund of the fee and any additional tax which has been collected. On this basis such retailers are protected either way.

The basis of the objection made by the R.M.A. is that the Government has no authority to class a retailer as a manufacturer, and that such a plan is a discrimination and will hamper trade. The solicitor retained by the R.M.A. saw nothing to this effect in the bill and gave a written statement that retailers are not liable to the manufacturers' license. Sir Henry Drayton, when appealed to, advised the merchants to put the case before the board, which referred them to the Cabinet to have an order-in-council passed. The fact that many of the Cabinet ministers have been away on Governmental duties recently is said to have delayed the expected order and in the interim the R. M. A. have taken it upon themselves to take responsibility for merchants who follow their advice. The test case will provide a precedent to follow and the prosecution is awaited with interest.

The official protest of the R.M.A. which is to be made at Ottawa when all the evidence is in should not long be delayed now that the Tariff Board has returned to the capital.

The Ontario Branch of the Retail Merchants' Association was in consultation privately with the Tariff Board when in Toronto and put on record the objection of the provincial organization against the present form of taxation and suggesting a sales tax on the source of manufacture or importation. The general protest will be made to the Tariff Board on its return to Ottawa by the secretary of the Dominion Board of the R. M. A.

Echoes of the Tariff Meetings

Lieut.-Col. W. M. Gartshore, McClary Mfg. Co., and Mr. Clare of Clare Bros. Give Evidence.

LONDON, ONT.—Appearing before the Tariff Board Lieut.-Col. W. M. Gartshore said that the McClary Manufacturing Company had recently had orders from the West Indies cancelled in favor of German made goods. He read and submitted a printed memorandum prepared by his own company and five other enameled ware and metal products companies of Montreal, Hamilton, Toronto, London and Hespeler.

Because of the low value of the German mark, contended Col. Gartshore, Germany can manufacture products and sell them in any part of the world at lower prices than local manufacturers. He wanted a higher tariff wall against German goods. The German mark, he said, buys nearly as much in Germany as before the war, but outside Germany is worth only one or two cents.

Sir Henry Drayton wasn't aware that German manufacturers are now working their men under inhumane conditions, as a sentence in Col. Gartshore's memorandum insinuated. Sir Henry Drayton had been told that the German workmen were faring pretty well.

Col. Gartshore also argued that a low tariff would make it impossible for Canadian manufacturers to employ Canadian workers. They would have to employ Asiatics. Nobody in Canada would like to see the country flooded with Asiatics.

Washing Machines

Mr. F. T. Bain, representing a Hamilton firm, asked permission to refute a statement made at the sitting at Windsor to the effect that Canadian-made washing machines were selling at a price the value of the duty higher than an American-made machine of like quality and design.

A brief was presented on behalf of the Ontario Mining Association, which, without entering into the questions of protection and free trade, emphasized the necessity of reducing operating cost so as to utilize low grade ores. The association also entered objections to the way the Customs Tariff Act is interpreted by the Customs Board.

Stove Manufacturers Present Case

When in Toronto, the Tariff Board heard the case for the manufacturers of stoves and furnaces as presented by Mr. Clare, of the firm of Clare Bros., of Preston. Under the tariff policy since 1878, Mr. Clare claimed, the stove industry has developed to such an extent that there are now 42 Canadian foundries making stoves, with a combined capital investment of $15,750,000. Between Canadian and American prices it was possible to make an exact comparison, Mr. Clare stated, as stoves are made in both countries of exactly the same pattern, and he supplied a list price from stove-makers of both countries, showing that Canadian prices were much higher than those of American makes, all of which he attributed to the workings of the tariff. "We believe that our tariff policy should be such as to enable us to develop our own resources to the end that we may, where possible, become self-sustaining."

Briefs advocating a continuance of the tariff were presented on behalf of the manufacturers of prepared roofing.

BARBED WIRE OF WAR TO BE NAIL OF PEACE

A report from Riga, Russia, says—A use has at last been found here for the vast quantities of barbed wire left on the battlefields of Eastern Europe. Riga inventors have devised machinery for stamping nails out of the wire and hope by this method to relieve the shortage of nails in the Balkan States.

Riga has been the centre of so much fighting throughout the war that most of the lakes, streams and roads about the city are thoroughly wired with barbed wire entanglements and great numbers of full spools of wire are lying about. The expense of collecting wire for making nails is thus made light. Many of the piers at this port are stacked high with wire suitable for nail-making.



Herewith is a good suggestion of a suitable window display to assist in selling accessories as Christmas gifts—tires, tubes, repair outfits, tools, chains, horns, etc. A neat card m'ght be put in the window explaining that such lines are suitable as gifts. It has also been suggested by one dealer that a wide price range be shown because of the fact that the window will appeal to those of varying means.

Show Accessories as Christmas Gifts

Wide Price Range of Accessories Provides Good Suggestions for Christmas Presents—Hardware Store is Chief One Selling Accessories to Which Gift Seekers Come—Windows Will Help Develop Valuable Trade.

RESOURCEFUL hardware dealers who know something of the difficulties faced by the shopper in selecting suitable Christmas gifts for the various members of the family have hit upon the novel idea of offering seasonable lines of automobile accessories as gifts. What more desirable present could be given the head of the family, if he drives a car, than some accessory which would render more comfort or safety in motoring. Such a present has a personal value as well as being useful to the whole family who use the car.

Fewer cars are laid up each winter as the idea of winter driving becomes more firmly rooted. A large percentage of cars are now being built with all year tops and the introduction of a wide range of accessories has eliminated many of the former disadvantages of winter driving. The extensive use of motor cars during the war, when service was demanded in spite of weather, proved that climatic conditions are not such as to seriously interfere with their use. The ordinary touring car may be made quite comfortable for winter driving if it is provided with side curtains, heaters, robes, etc. One of the latest devices to encourage winter driving is the adoption of a plan by a Canadian city which provides an outlet of electricity on lighting poles to which licensed motorists may connect a plug and thereby use an electric warmer on the engine and prevent it freezing when standing on the streets.

Some Seasonable Lines

Other lines seasonable at this time include gauntlets, tire chains, engine hood covers, windshield cleaners, running board scrapers and mats, etc. A very extensive array of such lines includes a number of splendid suggestions to the Christmas gift seeker.

Conditions in the motor car industry have changed somewhat within the past year. Where formerly the demand greatly exceeded the supply and it was difficult to purchase a car without much delay in delivery, the situation is now much easier. Even a temporary falling off of sales of new cars will have little effect upon the market for accessories, however, for only a nominal proportion of sales of lines which figure in the trade as accessories are sold for new cars. The majority of such sales are for cars already in use. It is thought by some in the trade that the conditions existing will make for the longer use of cars and thereby provide a better market for accessories than would be the case under conditions of opulence when more new cars are being bought and old ones prematurely scrapped.

If your windows are paying big dividends let others see how you do it through HARDWARE AND METAL XMAS WINDOW CONTEST.

"Patching Up" Old Cars

Many old cars will be patched up, for it is unlikely that people used to driving cars will change their ideas. "Patching up" is another name for keeping the accessory dealer busy and Christmas is a good time to make some seasonable suggestions along this line. Remember that added to the list of accessories such as are outlined above there are other lines such as heaters for the garage, tools for the mechanically inclined motor car

owner who overhauls his own car during the winter months. Then there is oil to be sold for winter use, automobile enamels and other lines which can be sold by the dealer who is in a position to give advice as to means of improving the running service of the car during the cold weather.

How One Dealer Turns the Trick

One Ontario dealer who suggests accessories for Christmas gifts used an advertisement reading as follows:

WHAT ARE YOU GOING TO GET FOR FATHER?

Every year you have a hard time figuring out what would be the most acceptable gift for father. Why not have something new this Christmas? Something in the form of a new tire, a robe, a pair of driving gauntlets. While driving his car in the cold weather such a gift would be a constant reminder of the fact that you had his comfort at heart when giving such a present. Following is a list of suggestions at varying prices.

The hardware dealer has an excellent chance of working up Christmas trade in accessories, not alone because he has secured a large proportion of such business but because his store is about the only one selling accessories to which the Christmas gift seeker would likely be attracted. The hardware dealer sells cutlery, chinaware, cut glass, electrical goods, etc., all of which make excellent Christmas presents, and it only requires the suggestion in the window or in the local ad to start the ball rolling for accessories as Christmas gifts. Make a start and you will be surprised at the results.

New Quebec Heaters

For the Garage

OR THAT COLD ROOM OR STORE

How are you going to heat the garage this winter? You must protect yourself by heating it. **A Freeze-Up** might cost you the price of **twenty Heaters.**

You must heat it well, too. A cold car that won't start is worse than no car at all.

As useful in house or store as in garage. They will make the cold room cosy.

McKelvie & Birch, Ltd.

Big Busy Hardware

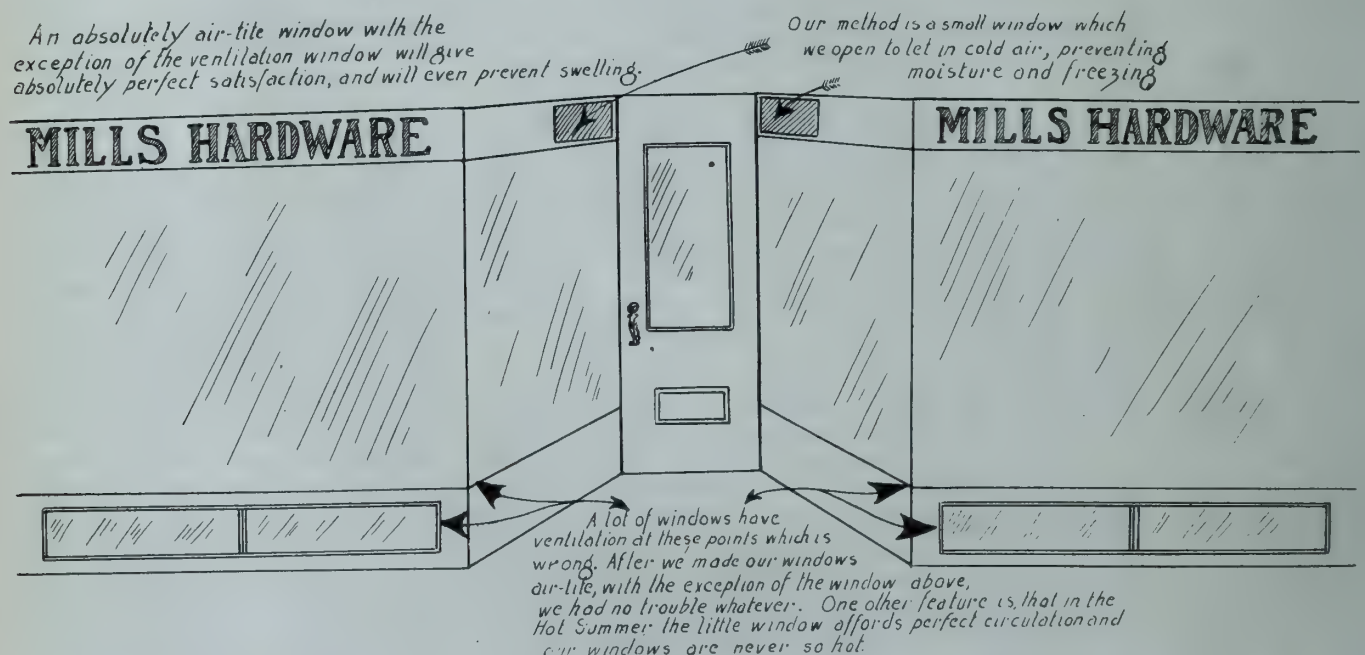
Phone 237 **Kingston** Brock St.

W. A. Mitchell, Manager Hardware Department

Luxury and Sales Taxes Boost Revenue

Ottawa.—For eight months ending November 30 Canada's ordinary revenue increased nearly eighty million dollars. The greatest individual increase was in inland revenue—inclusive of the new luxury and sales taxes, etc.—which last month was nearly ten million dollars, rather more than the inland revenue for the whole eight months of last year. Inland revenue during the eight months of this year has yielded $48,967,363; in the corresponding eight months of last year it yielded $9,967,127. Business profits tax for the same period shows an increase of about sixty thousand dollars over last year. Income tax for the eight months of this year was $9,142,990, a very satisfactory increase over the $2,343,957 collected in the corresponding period of 1919.

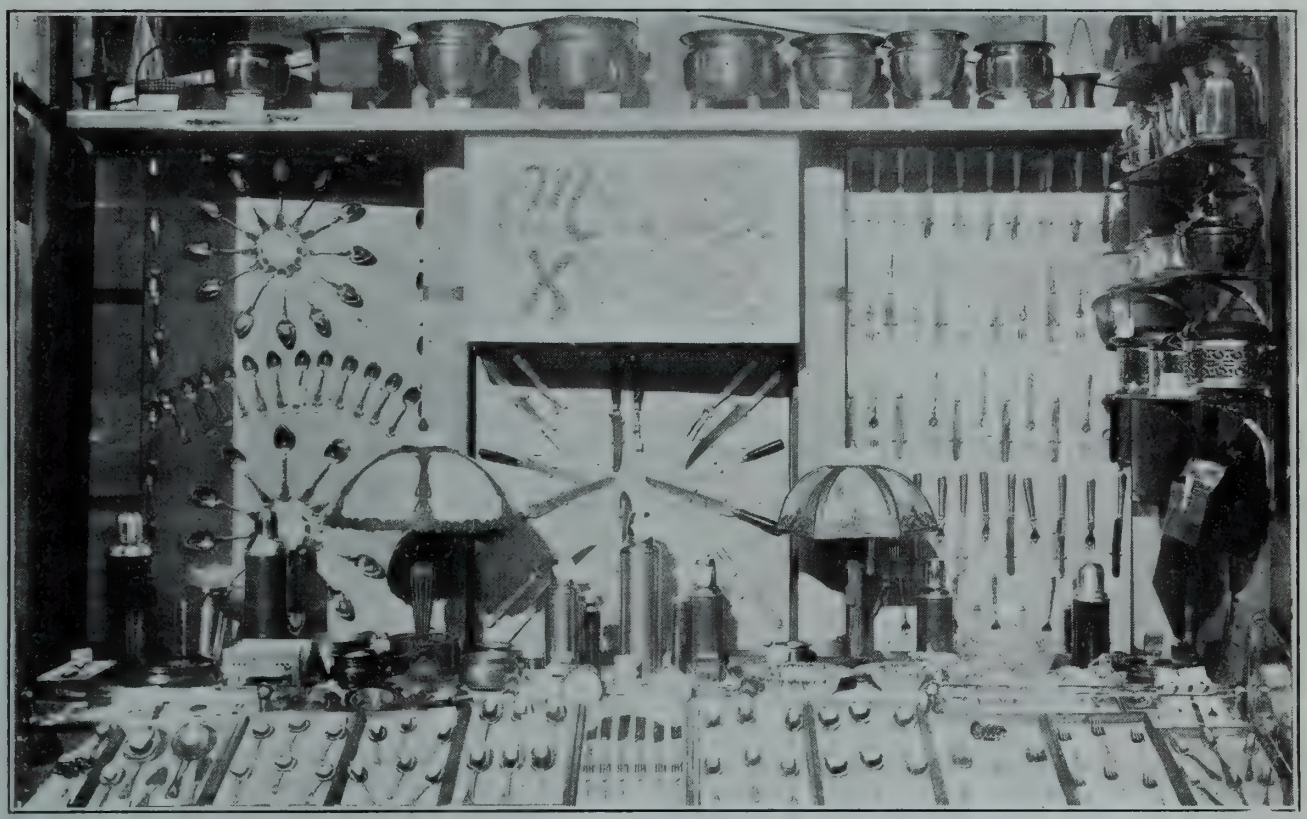
Making the Windows Frost-Proof



A great many plans have been tried out by hardware dealers to prevent the frosting of the windows in the cold weather. A great many so-called solutions of the trouble have given little relief when put into practice. Herewith is outlined a plan as adopted by the Mills Hardware Co., Hamilton, Ont., which has proved very effective in overcoming this difficulty. The lettering fully describes the plan.

Dealing further with this subject, May Bros., West Toronto, advise that an air-tight, dust-proof window will not freeze. The temperature in the windows of this store is about the same as outside. If, by accident, the door to the window is left open the windows become frosted.

How Others Display Christmas Goods



Brassware, electric lamps, thermos bottles, cutlery, chinaware and cut glass, arranged in a Christmas window display by Rutherford & Kayser, Simcoe, Ont. All lines are plainly price marked and the arrangement includes a number of useful suggestions of varying price. This display won third prize in places under 5,000 population in the 1919 Hardware and Metal Christmas Window Contest.



A wide range of Christmas goods attractively shown by Plummer Ferguson Hardware Co., Ltd., Sault Ste. Marie, Ont., and dressed by J. N. Rush. Safety razors, flashlights, alarm clocks, watches, kitchen utensils, electric heaters, irons, toasters, etc., are added to the usual line of Christmas gifts which are also shown. This display was given "honorable mention" in the 1919 Hardware and Metal Window Contest.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations.

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, DECEMBER 11, 1920

"PASSING the Buck" to the retailer appears to be the favorite pastime of some of the ex-profiteers, who are now spreading the gospel that the retailers are the men who are responsible for high prices and the present uncertainty in business.

* * *

NO BUSINESS can ever become really successful if it is disagreeable on the inside. Success means the co-operation of each individual. No single department of a business is sufficient unto itself. All the departments and all the people in the departments are interdependent, and should work together for the common good.

* * *

THE HUE and cry for lower prices, which continued for many months, has finally brought results—results which are not altogether pleasant to some of those who have to take temporary losses.

* * *

SOME improvement in the automobile industry is being noted in the U. S. though doubt is still held that the industry will get back to normal by spring. On the basis of present production it is estimated that factories will have lost four months output. There are some who think this curtailment is not justified.

* * *

IF YOU have not your entry in for Hardware and Metal Christmas Window Contest it is about time you got busy. The best merchants in Canada will figure in this contest, but it will not be complete without you. It is your entry we want. Get busy.

* * *

More Weight to Tax Protest

SOME further indications of how the luxury taxes are hampering trade are found in the experiences of some hardware merchants in connection with Christmas business. These points add strength to the protests being made by merchants throughout the country. Interest in the reception to be given by the Government to the formal protest of the merchants, is growing keen, particularly in view of the fact that the protest concerning the classifying of certain merchants as manufacturers has been taken seriously by the Government and a test case is being arranged. Some merchants have been inclined to the opinion that the Retail Merchants' Association was overstepping the mark when it advised them to ignore the Government ruling on this matter, but it appears now that Government officials have given sufficient assurance that the trade is protected whether they take out the manufacturers' license or not. This protection is given pending the outcome of the test case, prosecution for which is being arranged. Whether or not a retailer can be classed as a manufacturer is the interesting point on which a decision is awaited.

Business on Cash Basis

TOO much stress cannot be laid at the present time on the importance of hardware merchants keeping their business in as liquid a state as possible. This in effect means the placing of the business on a cash basis and the elimination as far as possible, of credit accounts. Within the past few weeks hardware merchants in many parts of the country have found increased difficulty in securing settlement of "accounts receivable" and this difficulty is reflected in the slowing up of their payments to the wholesales. Under such circumstances it is easy enough for the merchant to go to his banker and expect credit accommodation. He may be surprised this time to find that such accommodation cannot be had, and it is very doubtful if it would be doing the merchant a favor to allow further credit. Conditions are not so bad that the average customer of the hardware store cannot meet his obligations and there is no reason why the dealer should be called upon to suffer when increased effort along the right lines will probably right the difficulty. It is a good time for merchants to keep in close touch with their bankers, not for the purpose of getting credit but for the advice and co-operation which can be secured in regard to best means of collection and merchandising methods which should be adopted and other such matters. The banker will appreciate the evidence of good faith and desire for co-operation on the part of the merchant who brings his books and lays his cards on the table. Good relations between banker and merchant are much to be desired at all times.

There is no justification for talk of blue ruin or anything of the kind. The needs of the community for hardware are just as great as ever and so far wholesales report no falling off in trade requirements. The important thing is to keep the business in such condition that the merchant will at all times know where he is at, and will have available assets in liquid shape. Some splendid advice is outlined in articles appearing in this issue.

Parcel Post Rates

EXPRESS rates and freight rates have been greatly increased, but there has been no increase in the Parcel Post rate. The Railway Commission granted an increase on freight rates after going into the matter very carefully, on the ground that the Express Companies could not carry matter at their present rates. Parcel Post rates, however, have not been increased and the result is the mail order houses have been able to get a service considerably below cost. This is borne by the general taxpayer, of which the retail merchant is a very important factor.

Since the increase in freight and express rates the amount of matter carried by Parcel Post has increased very materially. On some routes this increase would amount to at least 50 per cent.

The increase in charge for registration from five to ten cents has not caused any decrease in the number of registered parcels; on the other hand there has been an increase.

Trade With U.S. Grows in Spite of Discount on Canadian Dollar

Stabilizing Movement Said to Be Due U.S. Firms Realizing Value of Canadian Business.

THAT the extent of trade between the United States and Canada since December 1, 1919, forms a sad commentary on the ability of the Government to cope with economic law is the statement made by the New York resident correspondent of THE FINANCIAL POST in the following article dealing with the need for a stabilizing movement in this trade:

During the nine months of the year for which figures are available, American-Canadian trade has grown steadily and contrary to what might have been expected in view of the discount on the Canadian dollar in the United States and the apparent intention of the Canadian Government to discourage buying in the United States, exports have grown faster than imports. Not only was this the case, but the growth of export trade was considerably greater during the nine months than it was during the same nine months of the previous year. From December 1, 1919, to September 1, 1920, exports from the United States to Canada increased over $19,000,000 monthly. During the same nine months in the preceding year the increase was only $5,000,000.

In the face of these facts the import figures perhaps offer some consolation to those who hope to see Canada's adverse trade balance lessened. American imports from Canada nave shown substantial growth during the period under review and like exports have grown faster than they did last year. During the nine months, for which statistics are obtainable, American imports from the Dominion of Canada have increased approximately $11,000,000 monthly. The increase during this same period of the previous year was only $3,000,000.

Yet encouraging as the growth of Canada's exports to the United States is to most Canadians in the United States, and much as they hope to see a further increase in this direction, they are all inclined to regard as anomalous the steady increase of the United States' exports to Canada in face of an exchange rate which has gone as high as 16¾ per cent. discount. The increase is particularly puzzling in view of the appeals which have been made on the ground of patriotism to the Canadian people to buy either in Canada or in those countries where the Canadian dollar was at a premium.

Students of the American-Canadian trade situation are right, they consider, in believing that the exchange rate should serve as a check on the growth of Canadian imports from the United States. But this will never come about so long as the Canadian Department of Finance persists in its interference with the operations of the international exchange market. So long as Sir Henry Drayton attempts to keep down the premium on the American dollar in the Dominion of Canada by artificial means such as an embargo on the importation of foreign-owned Canadian securities, so long will he contribute to the conditions which will eventually make the situation worse than it is at present.

Exchange a Serious Factor

Statistics to the contrary notwithstanding, however, judging from information the writer has been able to gather from American manufacturers with any volume of Canadian business, the discount on the Canadian dollar in the United States has materially curtailed Canadian business in certain industries. Ever since December of last year American salesmen in Canada have found that the existence of this discount has proved in many cases to be an insuperable difficulty so far as Canadian orders were concerned. Their experience has been that the Canadian importer throughout the period under review has shown a very strong objection to paying the premium on the American dollar in Canada. In the face of this feeling on the part of the Canadian importer many of the smaller American exporters to Canada have thrown up their hands and resigned themselves to the loss of their Canadian business. While even the smallest of them value their Canadian business highly, in most cases they take this attitude of resignation because they are quite at a loss when it comes to ways and means of overcoming even partially the difficulties of the situation.

The larger exporters have, however, in many cases refused to resign thus supinely to the loss of their Canadian trade and have overcome the difficulties of their position by agreeing to accept payment for their goods in Canadian funds. While this means, of course, that they are compelled to shoulder the discount on the Canadian dollar in the United States themselves, they regard the sacrifice as worth while. Canadians, they argue, are, in many cases, their best customers, and to keep their goodwill and their trade is certainly worth the loss to them.

Guaranteed Exchange Rate

Other exporters to Canada, less able or willing to sacrifice such a substantial portion of their profits to hold future trade, have, however, agreed to accept payment for goods shipped into Canada in Canadian dollars with the understanding that the exchange rate is added to the cost of the goods at the time the sale is made. Through a Canadian bank with an office in the United States they contract to sell a certain number of Canadian dollars at their option during a fixed period at a fixed rate. This enables them to guarantee to their Canadian customer that his exchange will not cost him over a certain amount a guarantee, which in the face of a fluctuating rate of exchange that has ranged from almost seventeen per cent. to eight per cent. during the period under review, is invaluable to the Canadian importer who wishes to fix in advance his "first cost" of American-made goods. The method from the viewpoint of the Canadian importer has several advantages, the chief of which is, of course, that it enables an American exporter who has the interests of his Canadian customers at heart to buy for them exchange when it is low against the time when it reaches its higher levels.

(Continued on page 64)

"Hardware and Metal Christmas Window Contest"

Rules Governing the Christmas Window Contest



Eight prizes will be offered by **Hardware and Metal** for the best window displays of Christmas lines as arranged for this year's trade by hardware merchants or clerks.

The contest is open to anyone engaged in the retail hardware business in Canada and the displays will be given a fair and authoritative judgment.

The essential point to keep in mind is that the display will be judged on its effectiveness as a business puller. Many points outlined in past issues of Hardware and Metal as to most effective window trims should be kept in mind in arranging the contest display. Attractiveness without effectiveness is of little use in a window trim.

Arrange a window which will, literally, draw the passers-by right into your store, then send a photo of it to be entered in the contest.

THE EIGHT CASH PRIZES

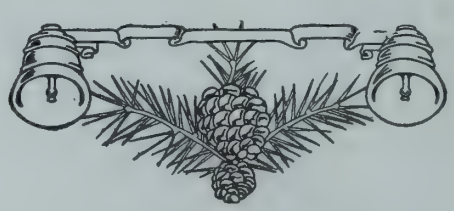
Places under 5,000		Places 5,000 and over	
First prize	$10.00	First prize	$10.00
Second prize	5.00	Second prize	5.00
Third prize	3.00	Third prize	3.00
Fourth prize	2.00	Fourth prize	2.00

Dealers in small communities have just as much chance under this arrangement as those in larger districts. Getting selling ideas into the display is what counts.

The contest closes on Saturday, January 1. Photos received after that date will not be entered unless there is proof that they have been delayed in transit.

All matter must be addressed to The Editor, Hardware and Metal, 143 University Avenue, Toronto, and marked "For Christmas Window Contest."

Don't overlook the prizes and the honor of winning one.



"Hardware and Metal Christmas Window Contest"

How is Your Christmas Gift Trade Developing?



DO you find your customers buying with as much enthusiasm and in as large volume as in past years?

Owing to general conditions now prevailing in the business world trade has been in restricted volume in most branches of business. While the hardware trade has been somewhat fortunate in this regard it is nevertheless very necessary for the hardware dealer to maintain the maximum effort along the lines of publicity either in advertising through his local papers or in making best use of the window display, especially in Christmas trade.

Most hardware lines are necessaries, but most gift lines either in toys for the children or in other lines suitable for the older ones are not necessaries. This is why:

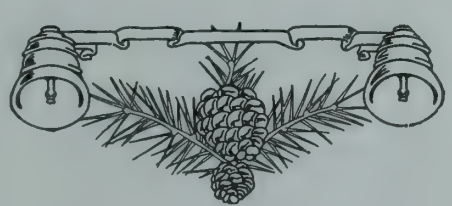
Special Effort is Required

In arranging plans to maintain buying interest in the gift department during the next few weeks.

Time is getting short and no doubt every hardware dealer has given the necessary attention to this important phase of the Christmas gift business.

If you are among this class of dealers you have made best use of the windows; you have at least used them to the best advantage according to your own ideas. Perhaps the ideas of some other merchants would help you to handle this business more effectively next year.

In order to compare your ideas with those of other dealers you should have an entry in the Hardware and Metal Christmas Window Contest. Time is getting short. Read the regulations on the other page and send along a photo of your window. You may have the honor of winning a prize in this important contest.



News of Western Canada

Vancouver's First Electric Show

Possibilities of Water Power in B. C. Are Shown—Farm Lighting Plants and Household Equipment in Evidence.

VANCOUVER, B.C. — Vancouver's first Electric Show flashed into activity by the switch of a key at the hand of Mayor Gale. At the conclusion of a speech formally declaring the exhibition open to the public, the Mayor turned a key and immediately the whole building flashed into light.

The Mayor said that it was not merely the first exhibition in Vancouver but in his opinion it was the best electrical show ever held in Western Canada and was a proof that when Vancouver people did things they did them right.

Possibilities of Power

"It is especially fitting that we should put on such an exhibition in Vancouver; it brings out one fact—the great possibilities in the water power of British Columbia, of which there are millions of horsepower that may be developed, but people must be educated to the use of electricity more if this is to be done."

Mr. W. G. Murrin, assistant general manager of the B. C. Electric Company, and vice-president of the B. C. Electrical Co-operative Association, under whose auspices the show was held, introduced the Mayor in a few brief remarks.

"I have no apology to make," said Mr. Murrin, "in urging the use of electricity to the fullest extent. Electric current will put the manufacturers of this community in a better position to compete with outside manufacturers. It can also make our homes more comfortable."

Wonderful Lighting

It was estimated that the lighting effects in the Electrical Show were produced by no less than 100,000 candlepower. The big drill hall was illuminated at night as if it were day. Special electric installations had to be made because the wiring of the building was not sufficient. On the outside of the building there was a 1,000-candle-power searchlight mounted and another 5,000-candlepower searchlight, the latter being operated from a special model generator.

Among the other features of the show were farm lighting plants, battery charging plants and X-ray apparatus. There were numerous household exhibits, table appliances, washing machines, vacuum cleaners and other labor saving devices. There were also exhibits of the Vancouver Technical School and the B. C. Telephone Company, which has an exhibition telephone in every booth.

The whole show was finished in Mexican design, with a color scheme of yellow, orange and purple. The center space took the form of a pergola, under which there was dancing each evening.

Western Notes

Forestburg, Alta. — The Forestburg Hardware Co. suffered loss by fire.

* * *

Harris, Alberta.—Jefferson & Wilson have succeeded Kaiser & Ker in the hardware business.

* * *

Three Hills, Alberta.—The Campbell Hardware store is reported sold to Louis Dutil.

* * *

Medicine Hat, Alberta. — McPherson Bros., hardware dealers, are discontinuing their business.

* * *

Princeton, B.C.—E. R. Gibson is reported selling his hardware store to W. B. Ewart.

* * *

Princeton, B.C.—A. E. Howse & Co., Ltd., who operate a general store, have sold their hardware stock to W. B. Ewart.

* * *

Sinclair, Manitoba. — The Sinclair Hardware & Coal Co., Ltd., has been incorporated.

* * *

St. Paul de Metis, Alberta.—W. Pepin, who operates an implement store, is adding hardware and furniture.

* * *

Swift Current, Sask.—J. A. Rollefson has decided to close out his hardware stock.

* * *

White Rock, B.C.—The business section of this town is steadily growing. The latest acquisition is a hardware, crockery, and builders' supply store which will be known as the White Rock Hardware Co. This business will be under the management of E. J. Crickmay.

Retailers Want Wednesday Half Holiday Legislation

Edmonton.—That provincial legislation providing uniform regulations throughout Alberta with respect to weekly half-holidays for stores would be beneficial to merchants in general, was the opinion of a meeting of the local Retail Merchants' Association held recently in the Alexandra block.

It was thought that municipal by-laws in the various cities caused too great confusion among farmers, and that this tended to detract from business.

The Wednesday closing law, as opposed to Saturday closing, was unanimously endorsed. Calgary, Medicine Hat, Lethbridge and other Alberta cities, it was pointed out, had adopted the system of a Wednesday half-holiday, and, after a thorough trial of this, had now no desire to return to Saturday closing.

It was decided also to request municipal authorities when proclaiming civic holidays, such, for instance, as Citizens' Day at the annual exhibition, to set these for Wednesday or Saturday, if possible, so that there would not be more than two days in one week upon which stores would be required to close. Also, the association favored legislation whereby the weekly half-holiday would be abandoned in any week during which a Dominion statute holiday occurred.

Coast Range Steel, Ltd.

Vancouver.—Incorporation of the Coast Rangs Steel, Limited, with a capital of $15,000,000, and controlled by British capital is announced here. It is the intention of the company to create an iron and steel plant with blast furnaces on the lower mainland of British Columbia. Plans for the company provide for the ultimate expenditure of $50,000,000 in the establishment of a great iron and steel industry and it is the intention to start active construction within six months. Engineers have been in the province for two months making a survey of the situation.

Vancouver men named as provisional directors are: H. J. Landahl, Fred T. Congdon, J. D. Kearns, John Steta and Major Montague Moore.

The Provincial Government has approved the project and will pay $3.00 a ton pig iron production bounty.

How London Dealers Are Featuring Christmas Goods

LONDON, Ont.—The Russell Beattie hardware has an unusually Christmassy window display this week that has been a big attention getter. Right in the centre of the display a fireplace has been constructed of red paper marked so as to resemble bricks. From it hang stockings and on the mantel above and all around the floor of the window is a most attractive showing of toys, and seasonable goods—such as sleds, skates, etc.

The window is one essentially designed to attract not only the children and young people but also adults who have in mind buying presents that are to be used during the winter.

"In my opinion we have no better advertising force than our windows," said Russell Beattie in discussing matters with Hardware and Metal. "We try to arrange window displays every week and to keep something seasonable and of real interest out where people can see it. We have checked the results carefully and find that we no sooner arrange a display than the goods we are showing commence to move. There is no better proof of the pulling value of our windows than increased turnover and we are more than satisfied with the results produced."

* * *

The Cowan Hardware Co. this week is featuring in one of its large display windows silverware and cut glass, especially articles having a distinct pull for early Christmas shoppers. In the centre on a step stand, which provides a most effective background for the articles shown, making them stand out most attractively, are placed a number of small pieces. At each side is a pedestal stand trimmed in red. On this are shown many small silver and plated articles. On the floor of the window are shown cases of cutlery, electric lamps and cabinets of silverware. The window is a real attraction for any number of Christmas shoppers many of whom after making their selections walk into the store and purchase.

Christmas Advertising Suggestions

Christmas Hospitality

Means more cooking, more time spent in the kitchen. At best, not the nicest household task. There are many modern kitchen helps that lighten household work and cut the expenses at the same time. Here are some of them:

Universal Food Choppers save their cost in no time. Chop meat, fruit, vegetables, nuts, etc. A household necessity.

Prices $3.00 up.

Pyrex Transparent Oven Dishes. Made in shapes and sizes for every practical baking purpose. Saves time, fuel and dishwashing drudgery.

Aluminum Kitchen Utensils shine like silverware, like steel — cannot rust, absolutely sanitary. They make cooking easier.

Cake Pans, Roasting Pans, Orange Slicers, Apple Parers, Scales, Cream Churns, Paring Knives, Egg Whippers.

Bread and Cake Boxes—White and gold, round or square. A particularly large assortment to choose from. **Attractive Prices.**

Universal Bread Mixer

Mixes and kneads bread thoroughly in 3 minutes. Hands do not touch the dough.

Prices $4.50, $5.65

Universal Cake Maker

The simple, modern way to make cake. **Price $2.25**

Emerson & Fisher, Ltd.

A number of suggestions of Christmas gifts for grown-ups are outlined in the ad. by Rice Lewis & Son, Ltd., Toronto. These include silverware, cutlery, brass and copperware, fireplace furnishings, pencils, watches, etc. A good point is featured in the Emerson & Fisher, Ltd., ad., St. John, N.B. It deals with kitchen utensils and mentions the fact that Christmas hospitality means more time spent in the kitchen, and that the latest in cooking utensils should be used to lighten this work.

The opening of Santa Claus Land is announced in an ad. by W. H. Thorne & Co., St. John, N.B., outlining a number of toy lines, moving picture machines, etc., with prices. A number of gift lines for the grown-ups are shown in the advertising of Cowan Hardware, Ltd., London, Ont. These include cut glass, silverware, brass goods, etc.

Suggestions for

Christmas Gifts

A visit to our store will overcome the problem of "what to give this Xmas." Our extensive showing of the following useful and inexpensive gifts, any of which would be appreciated by those who know the value of a parcel from our store:—

Silverware—1847 Rogers and Community.

Sheffield Cutlery — Razors, pocket knives, table knives and carvers (stainless steel).

Art Brass and Copper Ware—Various designs and finishes.

Fireplace Furnishings—Choice English goods.

Electrical Appliances, viz., irons, percolators, toasters, grills, etc.

Aluminum Cooking Utensils.
Pyrex Glass Cooking Utensils.
Pyralin Ivory Goods.
Cut Glass **Thermos Bottles**
Eversharp Pencils **Ingersoll Watches**
Etc., Etc.

In our Sporting Goods Section you will find a complete range of the following:

Skates and Boots **Hockey Sticks**
Snowshoes **Skis** **Toboggans**
Shoepacks, Moccasins, Mackinaw Coats
Auto Robes and Accessories, etc.

"Everything in Hardware"

Rice Lewis & Son, Ltd.

Established 1847 *Phone Main 4040*

19 VICTORIA ST., TORONTO

Prompt Delivery to All Parts of the City

Events in the Trade

Fire Loss

Woodstock.—Damage to the extent of $2,500 was caused by fire at the Standard Tube Company's premises. The damage will necessitate the closing of the works for two weeks.

Personal

Montreal.—Mr. Fred Shurly, of T. F. Shurly Co., St. Catharines, is visiting the jobbers in Montreal this week.

Toronto.—F. J. Stephenson, traveller for the Chicago Spring Butt Co., is visiting this city on business.

Montreal.—Walter T. Newman, secretary of the British Smelting & Refining Co., Ltd., Montreal, sailed recently for London at the request of the principals of this firm. The object of his visit will be to attend a joint conference between Montreal and London head offices, which is to draw up a programme of expansion for 1921.

Obituary

London, Ont.—J. Hiscocks, since 1914 secretary of the Ontario Commercial Travellers' Association, died at his residence here after an illness of some weeks. He was born in Wingham and for some years was in business there.

Incorporations

Oakville, Ont.—Canadian Oakville Co., Ltd., capital $10,000, to manufacture hardware specialties, deal in brass, iron, copper, tin, zinc, etc.

Wallaceburg, Ont.—Wallaceburg Glass Co., Ltd., has received incorporation.

Toronto Oil Company, Limited. Incorporators: Craig, Allan, St. Clair, McKay, barrister-at-law; and others—all of Toronto. Capital $1,000,000, divided into 1,000,000 shares of $1 each. Chief place of business, Toronto.

Instal New Aluminumware Press

Toronto.—Louis McLain Co., Ltd., Toronto, are installing a huge Toggle drawing press which will be used in the manufacture of the larger pieces of aluminum cooking utensils.

Building Record in Woodstock

Woodstock.—Despite the high building costs, which have ruled during the past year, the amount of building launched or under way during the first eleven months of this year will undoubtedly establish a record. So far this year permits amounting to $277,497 have been issued, as compared with $123,999 for the same period last year.

Western Ontario News

Harry Fleming, hardware merchant at Blenheim, his wife and three small children, figured in a peculiar accident that fortunately was attended by no serious results. They were motoring home in the rain and on approaching the Pere Marquette railway crossing two miles from town at a fast rate of speed ran into a freight train that had stopped. Mr. and Mrs. Fleming and the children escaped with only a severe shaking up.

* * *

The Lucknow Hardware Co., of Lucknow, Ont., is making arrangements for moving to new and larger premises about the first of the year.

* * *

A Sacks, tinsmith and plumber, at Mitchell, Ont., had his back injured, his ankle badly wrenched and sustained a very severe shaking up when while repairing a pump at a farm home the platform gave way and he fell twelve feet into the well.

* * *

The Huron Specialty Castings Co., of Clinton, Ont., has commenced negotiations with the town council at Goderich with a view of locating a new plant there.

* * *

A cosy looking baseburner right in the centre of the window and surrounded by a most attractive display of all kinds of aluminum utensils is proving an attention-producer for the store of John A. Brownlee at London. The store fronts on the market square where thousands of farmers and their wives congregate three days a week and the window has proved a magnet not only to these people, but to many citizens.

* * *

Among the representatives of the Imperial Oil Co. attending a conference at Sarnia this week are B. Kingsmill, of Vancouver; F. Key and L. Lockhurst, of Saskatoon; J. McCahey, of Montreal; D. Harris, Halifax; T. Miller, Calgary; E. Woolley, St. John, N.B.; S. McCath, Winnipeg; D. Cummings, of Regina, and J. Webb, of Edmonton.

* * *

Ald. John Bridge, president of the London Chamber of Commerce, who has been taking a live interest in the securing of new industries for London, says, as a Christmas box for the people, that two large industries, in addition to all the others announced thus far, will open branch factories here at once. One is a foundry, which will employ more than 400 men to begin with; the other manufactures engines, etc., and its employees will number in the hundreds. Mayor Little and Ald. Bridge are said to have other big industrial cards up their sleeves and they declare that the city's manufacturing importance is to increase tremendously within the next year.

HARDWARE AND METAL WINDOW CONTEST is a good way to keep your hand in.

New Tire Factory

Belleville, Ont.—The Tiger Tire & Rubber Company, Ltd., expect to commence the manufacture of auto tires and tubes at Belleville, Ont., early this month. They have erected a factory there 250 x 60 feet and will employ about twenty-five hands at the start. H. H. Hastings is general manager of the company. The capitalization is $2,000,000.

Kingston Cutlery Plant

Pocket knives manufactured in Kingston will likely be on the market within the next month—the product of the Eaton Cutlery Company of Kingston who now have the necessary machinery installed in their new plant. This is a new industry.

Recover Stolen Hardware

Windsor.—Recovery of stolen property valued at $1,500 and the arrest of two men believed to be responsible for the majority of the thefts recently from downtown merchants was made by local officers during the past week. The property recovered included a quantity of material taken from hardware stores. Windsor merchants sent a special deputation to Mayor Winter, asking for better police protection. Since this has been given no thefts from downtown stores have been reported.

Ironing Machine Company Opening in Kitchener

Kitchener. — The American Ironing Machine Company, Chicago, will establish a Canadian branch of their business in this city. Already an agreement for the lease of a factory has been completed, and the company will commence installing the machinery the first of March, with operations commencing April 1st, 1921. The company manufacture the "Simplex" electric, gas and gasoline ironers and equipment. Between 40 and 50 men will be employed in the new concern at the beginning of operations.

Picton Merchants Meet to Consider Present Conditions

Mayor Newman of Picton, Ont., tendered a banquet to the merchants and business men of the town and county recently. About one hundred and forty business men were present. The idea was conceived by the Mayor, with the object of a "get-together" meeting to discuss the best methods of dealing with present conditions.

Mayor Newman is also president of the Board of Trade and an enthusiastic business man. A. J. Young, North Bay; William Taylor, Owen Sound, ex-president of the Associated Boards of Trade of Ontario; H. Blain, of the Eby-Blain Co., Toronto, and ex-president of the Toronto Board of Trade; Hon. Nelson Parliament and A. O. Hogg, Toronto, addressed the assembly, together with Warden Hazel and several local business men. The speeches savored of community spirit and optimism for the future.

St. John Imports and Exports of Hardware

St. John, N.B.—The annual report of the St. John Board of Trade is now being circulated, and contains many items of interest to Maritime hardware men. Business failures have been remarkably few and the bank clearings indicate a fairly large volume of trade. Housing conditions have had a restraining influence on industrial promotion, but nevertheless there has been a marked improvement. St. John bank clearings in 1918 were $116,588,787, for the ten months of 1920 they were $150,307,895. Custom receipts for 1918-19 were $3,244,424, for 1919-20 $5,308,914. Value of imports of interest to hardware merchants are as follows: fishing nets and twines $106,090, belting $11,999, binder twine $17,802, colors, paints $19,233, iron ore, iron and steel manufactures $429,098, tools and cutlery $82,384, brass and manufactures $61,752, copper and manufactures $96,953, lead and manufactures $26,865, tin and manufactures $33,758, zinc and manufactures $25,389, electric apparatus $151,187, nickel plated ware $14,933, glass and glass ware $88,998.

In the list of export values there are one or two items of special interest, for instance, the value of glass and glassware exported was $150,461, wire nails $509,585, farm equipment $1,292,283, paper manufactures $1,478,239. Building permits show a large increase. For the year 1919 these were $280,040, and for the ten months of 1920 are $824,300, showing an increase of nearly $600,000.

Correction on Rope Prices

An article appearing in December 4th issue of Hardware and Metal concerning foreign trade in cordage, twines, etc., mentioned incorrect prices for November, 1920, on three lines. Pure manila rope on November 27 was 31 cents instead of 29 cents; British manila rope was 24 cents instead of 26 cents; sisal was 21 cents instead of 21½ cents.

Canadian Safety Razors Lead Imports to U.K.

Canadian safety razors continue to lead in imports to the United Kingdom, these totalling 297,289 dozen in October, valued at £75,700. Germany was second with only 4,493 dozen. In scissors and shears, knives, cutlery, other than safety razors, wrought enamelled holloware, cast enamelled holloware, hardware other than holloware, German imports are in the majority.

Drawbacks on Steel Sheets Used in Making Stampings for Autos

Regulations established by orders-in-council of the 9th of August and the 26th of October have been issued by the Department of Customs (vide Memos. 2414-B andd 2430-B) providing for drawback of 99 per cent. of the duty paid on imported steel sheets, hot or cold, rolled or coated with lead or a combination of lead and tin, No. 16 gauge and thinner, but not thinner than No. 24 gauge, measuring from twenty to forty-two inches in width and from fifty to one hundred and twenty inches in length, used after the 31st of July, 1920, and prior to the 1st of August, 1921, in the manufacture of stampings for automobiles.

New Industry for Welland

WELLAND, Ont.—A plant costing about $250,000 will be erected here by the Cross Fertilizer Co., Ltd., construction to commence in the spring. The new plant will be operated under a separate charter as the Scottish Canadian Fertilizers, Limited. The Ontario manager will be A. L. Smith.

Reduction in Freight Rates Effective January 1.

The judgment of the Board of Railway Commissioners stated that effective January 1st, 1921, the increase in freight rates of 40 per cent. east of Fort William, and 35 per cent. west thereof should be reduced to 35 per cent. east of Fort William and 30 per cent. west thereof. In other words, the rates on the first of January, 1921, in Eastern Canada will be 35 per cent. higher than they were prior to September 13th, 1920, and the rates in Western Canada on the first of January, 1921, will be 30 per cent. higher than the rates in effect prior to September 13th, 1920.

The rates applied on business moving from the East to the West and West to the East are now 40 per cent. on the eastern portion and 35 per cent. on the western portion higher than in effect prior to September 13th, 1920. Effective January 1st, 1921, they will be 35 per cent. higher on the eastern portion and 30 per cent. higher on the western portion than those in effect prior to September 13th, 1920.

TIME IS GETTING SHORT



Only two weeks left until Christmas. Shopping days are becoming fewer and in order to avoid a last minute rush the windows should be constantly used to arouse interest in early buying of Christmas gift lines.

In the rush do not overlook having a photo taken of your window and entered in the **HARDWARE AND METAL CHRISTMAS WINDOW CONTEST.** You will benefit by the interchange of ideas and you may be honored as a prize winner.

Join with the other dealers from all over Canada in this important contest. See details on pages 42 and 43.

Twenty Years Ago

Items of interest reprinted from Hardware and Metal file of December 15, 1900:

"The 9th annual convention of the travelers of the Canada Paint Co. will be held at 572 William St., Montreal, this week. The proceedings will terminate on Friday evening, with the annual banquet at Place Viger Hotel."

* * *

"The Montreal Metal and Hardware Manufacturers' Association, at their annual meeting, elected the following officers: President, W. W. Near; vice-president, James Davidson; treasurer, J. C. McCormick. The directors were: Geo. Caverhill, F. H. Hopkins, James W. Pyke, and W. S. Leslie. G. E. Drummond was chosen as the association representative for election to the council of the Board of Trade. The retiring president, Mr. T. H. Newman, presented his report."

* * *

"The late Mr. Thomas Dexter, whose death occurred on Thursday, was the father of Mr. Thomas G. Dexter, manager of H. S. Howland Sons & Co."

* * *

"Pilkington Bros., Ltd., have appointed F. B. Bamford their agent in Canada to succeed Mr. Thorpe."

* * *

"Mr. C. C. Ballantyne, Montreal, manager of the Canadian division of the Sherwin Williams Co., states that the paint mills in the new factory of the company at Newark, N.J., and in the enlarged factory at Cleveland are being run with electricity instead of by steam power as heretofore."

* * *

"Scott & Houghton are about to start a hardware store in Forest, Ont. They have been in the employ of the McClelland-French Paint Co., Buffalo, N.Y., until recently."

* * *

"The Nicholson File Co., Providence, R.I., find that the demand for their advertising novelties exceeds all expectation."

* * *

"One of the most severe critics of the management of the Toronto Industrial Exhibition is Mr. J. O. Thorn, manager of the Metallic Roofing Co. of Canada, Ltd. But he is able to suggest reconstructive measures as well as to adversely criticize."

Trend Downwards in Hardware Prices

Tin Plates and Black Sheets Lower—Further Declines in Metals

THE downward price movement continues, though for the most part changes have been slight and reductions are in lines other than those manufactured from iron and steel. In fact several changes this week have been upward and many lines of cast iron goods have been revised, and new prices are in effect on thumb latches, sad irons, cast anvils, pulleys of various kinds, well wheels, line cleats, cobblers' sets and lasts, post hole augers, and cast iron spiders.

Cast Iron Goods Higher

It seems somewhat of an anomaly when raw materials are falling to find these goods advancing in price, but it is explained by the fact that though pig iron has declined recently, raw materials from which these goods are manufactured are still quoted at a higher figure than prevailed when manufacturers bought supplies that they have been using. As contracts expire and new supplies are needed manufacturers find they have to pay higher prices and increased costs are the result.

This will apply more particularly to iron and steel, which have not declined to the same extent as copper, lead and tin have done.

Cotton Goods Down Again

Cotton goods and lead products show still further declines in price, and cotton rope, wrapping twines, clothes' lines, lamp wicks, etc., have all been reduced again. The cotton market is in an unsettled state and mills are endeavoring to dispose of surplus stock.

Lead products show the effect of the continued decline in raw materials. Since last September pig lead prices have been steadily declining and at the present time on U. S. markets it is quoted at half the figure that was being asked a little over six months back. This has caused a reduction in made-up products, and lead traps and bends that were quoted at list plus 30 per cent. a month ago are now selling at net. Solders have also been reduced in price.

Clothes Wringers Reduced in Price

Harness and saddlery prices have been reduced 10 per cent. and leather belting is also lower. Clothes wringer prices have been withdrawn and revised lists showing a reduction are being issued. The different small calibre rifles of the Stevens make have been reduced in price. In oils there are lower quotations on fuel oil, machine and paraffine oils, although coal oil and gasoline are holding firm.

German Hardware Supplanting Canadian Products on British Market

A SOMEWHAT common inquiry in Canada to-day is the extent to which Germany has recommenced shipping manufactured goods to the United Kingdom, and the future outlook in this direction. From time to time reports have appeared in the daily press concerning shipments of various German goods being received in England or in Canada. The statement made by Lieut.-Col. W. M. Gartshore, of the McClary Mfg. Co., London, Ont., before the Tariff Board, to the effect that orders for export had been cancelled in favor of German goods makes this an interesting subject at the present time. Perhaps the best indication of the extent of Germany's export revival is found in the following table of imports to the United Kingdom from Germany during nine months ended September 30, 1920. It will be observed that this import trade has already attained important dimensions and the articles enumerated include a number of manufactured goods which Canada has been supplying to the United Kingdom since the armistice.

Import List Description	Quantity	Value
Glassware—		
Domestic and fancy, cwt..	69,983	£ 386,139
Bottles and jars, cwt.....	158,844	235,136
Iron wire, ton.....	6,375	273,001
Hollow-ware of iron and steel, enamelled, ton	1,860	182,682
Clocks, complete, No.	1,177,003	383,865
Leather, dressed, box and willow calf, cwt.	2,394	311,087
Motor cars, commercial, No.	5,389	1,545,407
Furs and skins, dressed, No.	1,183,758	294,699
Musical instruments, complete, No.	874,914	316,805
Toys and games not of rubber or leather.....	.....	934,830
Other goods	.....	8,090,755
Total imports of manufactured articles		£17,190,793

New Cordage Plant in B. C.

New Westminster, B.C.—The plant of the Canada Western Cordage Company at Sapperton, B.C., was formally opened on December 2, and has commenced manufacturing a restricted line of products. As more machinery is received it will expand the lines manufactured until it gets into full swing, according to reports of the officials.

The formal opening was made the occasion of some little ceremony. The Kiwanis Clubs of this city and Vancouver attended in force, some fifty cars coming over from Vancouver, and a light luncheon was served to the guests.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

MORE changes are noted this week in hardware prices and though the majority are downwards, there are some advances.

The new lists on clothes wringers show a reduction and cotton goods have been lowered again in price, cotton rope, wrapping twines, clothes lines, lamp wick, etc., having been reduced. Lead products continue to decline and solders, lead pipe and traps and bends are down. Bar iron prices have been revised and show easier quotations and black and galvanized sheets are also easier.

Other lines that are lower include harness and saddlery, some grades of machine oils and fuel oil, cheaper grades of hand saws, and one make of sporting rifles. Ingot metals incline to be firmer and tin and spelter have advanced slightly. A firmer tone is being displayed in linseed oil. Business continues fair in seasonable lines.

Montreal Markets

MONTREAL, Dec. 9.—There is a good business reported in Christmas lines and prices in most manufactured lines are holding.

The reductions this week include clothes wringers, several lines of cotton goods, cheaper grades of hand saws and lead products.

Some lower quotations are made on black and galvanized sheets and old materials are reduced in price.

Ingot metals are inclined to be higher and tin and spelter are showing advances.

Brisk Demand For Christmas Lines

Montreal.

CHRISTMAS LINES.—Jobbers report that Christmas lines continue to move very freely, and that their travellers who ordinarily find trade dull at this time are still busy. Dealers are watching their stocks carefully and sorting up, sending in orders to be shipped by express for Christmas trade.

Wringers Decreased in Price

Montreal.

WRINGERS.—There has been a decrease in the prices of wringers, which are moving freely at this season. Prices as follows:

List, less 20%.	Doz.
Bicycle	$105 00
Royal Canadian	95 00
Rapid	92 00
Easy	102.00
Warranted	115 00
New Eureka 11 in.	87 00
Eureka 11 in.	64 00

Prices on Cotton Goods Readjusted

Montreal.

CANDLE WICK has been reduced and is now quoted at 66c lb.

Lower Prices on Cotton Clothes Lines

Montreal.

COTTON CLOTHES LINES. — Prices are lowered and quotations are being made as follows: 30 foot length $2.25, 40 foot $2.75, 48 foot $3.35 per dozen.

Awning Cord Prices Are Readjusted

Montreal.

AWNING CORD.—There have been readjustments in the prices of awning cords, which are quoted as follows: Drab, No. 3½ $2.60 doz., No. 4 $5.70, No. 4½ $7.80; white, No. 3½ $2.40 doz., No. 4 $4.80. No. 4½ $6.60.

New Lower Price on Cotton Rope

Montreal.

COTTON ROPE.—There has been a reduction in the price of cotton rope as follows: 3-16 inch 55 cents, ¼ inch and larger 54 cents pound.

Cotton Wrapping Twines Reduced in Price

Montreal.

COTTON WRAPPING TWINE.—Also shows a readjustment in price, and in balls and cones there is a reduction in price of 5 per cent.

Black Sheets Down; Demand Light

Montreal.

SHEETS AND PLATES.—There is not very much change though if anything there is a tendency to slightly lower prices. Buyers are holding off and cannot be induced to buy even at any recession in prices. The market will probably remain quiet until after the first of the year anyway.

BLACK SHEETS—		
10 gauge	....	8 00
12 gauge	....	8 25
14 gauge	....	8 50
16 gauge	....	8 50
18-20 gauge	....	9 40
22-24 gauge	....	9 50
26 gauge	....	9 55
28 gauge	....	9 70
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	13 00	13 50
28 gauge	12 75	13 25
26 gauge	12 50	13 00
22 to 24 gauge	12 40	12 85
20 gauge	12 25	12 65
18 gauge	12 25	12 65
16 gauge	12 05	12 45
14 gauge	....	11 35
12 gauge	....	11 20
English Standard—		
28 gauge	13 50	12 50
26 gauge	13 25	12 25
24 gauge	12 65	11 85
22 gauge	12 30	11 40
18 and 20 gauge	11 60	11 25

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Hand Saws Reduced in Cheaper Grades

Montreal.

SAWS.—There is a reduction recorded on the prices of medium and cheaper grades of hand saws of about 10 per cent.

Canada Plates Quiet

Montreal.

CANADA PLATES.—There has been a big shortage in Canada plates this year, and buyers have had to cut down

any big sheets they could get, but the demand is now considerably lessened as the season is practically over as far as manufacturers are concerned. There will be plenty available for next season's trade, but buyers are not particularly interested at present, except for small inquiries which may arise occasionally.

No Demand For Old Scrap

Montreal.

OLD SCRAP.—Business on old scrap, brass, copper, lead, iron, etc., etc., is extremely dull. Prices have declined again without creating any demand, and it is anticipated that this lull will prevail for some time.

DEALER'S BUYING PRICES

Automobile tires	....	0 01
Yellow brass	0 06	0 06½
Red brass	....	0 10
Light brass	....	0 04½
Scrap zinc	....	0 04½
Lead, heavy	....	0 04
Lead, tea	....	0 02
Light copper	....	0 10
Heavy copper	....	0 12½
Wrought iron, No. 1, per gr. ton	....	16 00
Malleable scrap (ton)	....	0 18
Pipe scrap, per ton	....	0 08
Stove plate, per ton	....	0 23
Heavy melting steel	....	0 15
No. 2 busheling	....	0 07
Boiler plate	....	0 10

Prices on Lead Products Are Revised

Montreal.

LEAD PRODUCTS.—Owing to the pig lead situation further reductions in prices are recorded on lead products. There are however, indications that prices will be rather firm now for immediate deliveries, and future deliveries are being quoted at slightly higher prices. Business at present is quiet, but buyers are starting to purchase again.

Lead pipe	0 14½
Lead waste	0 15½
Note.—Lead pipe is subject to a discount of 10%	
Lead traps and bends	Net list
Lead wool, lb.	0 14
Lead sheets, 2½ lbs.	0 11
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 10½
Do., 4 to 8 lbs. sq. ft.	0 09½
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 30½
Solder, strictly, lb.	0 28½
Solder, commercial, lb.	0 25½
Solder, wiping, lb.	0 25¼
Solder wire (8 gauge)—	
40-60	0 31¾
45-55	0 34
50-50	0 36
Zinc sheets, casks	0 16½
Do., broken lots	0 17½

Iron and Steel More Active

Montreal.

IRON AND STEEL.—There is no perceptible change in the iron and steel situation in so far as immediate deliveries are concerned. The mills are, however, expecting to catch up with their orders early in the New Year and there are indications that there will be adjustments in prices then. In the meantime prices are remaining firm, as follows:

IRON AND STEEL

Common bar iron, 100 lbs.	4 95
Refined iron	6 65
Iron finish machinery steel	5 25
Mild steel	5 30
Band steel	5 80

Your appreciation of good window trimming will be increased through participation in HARDWARE AND METAL XMAS WINDOW CONTEST.

Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	5 30
Tire steel	5 50
Toe calk steel	6 20
Harrow Tooth Steel	5 45
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

NOTE—Refined Iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Pipe Continues to Be Scarce

Montreal.

PIPE.—The jobbers report that there has been no improvement in the pipe situation, and that they are unable to secure pipe, particularly galvanized, to fill their orders. There has been no change in prices.

Standard Buttweld Pipe
List No. 46
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8.63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.67
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
2	$32.01	$38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2.66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4.39	4.39	5.21

Cordage Market Dull

Montreal.

ROPE.—Business continues to be very dull at this season on rope and general cordage, and dealers are sending in sorting up orders. Sales of binder twine continue very fair, and prices are remaining firm.

Metal Market Registers Some Improvement

Montreal.

INGOT METALS.—The general tone of the metal market is better. While there are no particular advances to record there is certainly a slight improvement. There is a feeling in some lines that the bottom has been reached, but it is not expected that this improvement will show increased buying yet.

TIN.—Has had a sharp advance in London, and appears to be quite strong, although the U.S. market is still depressed but will undoubtedly improve shortly. Price is now quoted at 45c to 46c lb.

COOPER.—There has been a slight improvement, and while there is no great change, the sentiment is better, and the low level has apparently been reached. "Electro" is now quoted at 19¼c and "casting" at 19c per lb.

LEAD.—Is the one metal that is still lagging behind, and it is a little doubtful if we have seen the low point. Production is heavy and prices are still too much above pre-war level, and we expect to see prices slightly lower still. The price is still quoted at 7½c.

SPELTER is quite strong in the U.S. with a sharp advance; this is also reflected in London. The market here, of course, is based on London. Price of 8½c is being quoted.

ANTIMONY.—The market is still very depressed and business quiet. It is now quoted at 8c to 8¼c per lb.

ALUMINUM is still inactive and dull, and continues to sell at 34c to 35c per lb.

Toronto Markets

TORONTO, Dec. 9.—The chief features this week are reductions on cotton goods and lead products, and advances on some lines of cast iron goods.

Bar iron and steel are showing lower quotations, and some easier prices are made on black sheets and plates. Galvanized sheets are inclined to be lower, but few are in a position to quote lower prices as stocks are still small.

Some reductions have been made in cast pipe fittings and lead traps and bends are quoted lower. Old materials continue to show a lower tone.

Machine, paraffine and fuel oils are lower in price.

The reduction in cotton lines includes among other goods, cotton rope, wrapping twines, awning cords, clothes lines and lamp wicks.

The changes in cast goods are thumb latches, door pulls, pulleys, hat and coat hooks, sad irons and post hole augers.

Business continues good in seasonable lines.

Bar Iron and Steel Reduced in Price

Toronto.

IRON AND STEEL.—Some easier quotations are made this week on bar iron and steel, and a reduction of 50 cents per 100 pounds is noted, making the base price $5. The change was not expected quite so soon, as it was pointed out

that present supplies are high priced stock and the easier trend of the primary markets had not reached the jobbers yet, but in view of a lower market tendency there was a disposition to reduce stocks and the lower quotations are the result. Supplies are reported to be in better shape, and with more cars available from now on conditions are expected to improve quickly.

Present quotations are as follows:

IRON AND STEEL

Common bar steel, 3-16 in. and lighter	$ 5 50
Common bar steel, ¼ in. and heavier	5 00
Common bar iron, 3-16 in. and lighter	5 50
Common bar iron, ¼ in. and heavier	5 00
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 50
Spring steel	12 75
Mining drill steel	28 00
Sheet cast steel	20 00
Norway iron	15 00
Toe caulk iron	6 70
Sleigh shoe steel	6 00
Hoop steel	7 00

Ten Per Cent. Reduction on Harness and Saddlery

Toronto.

HARNESS.—There has been a reduction of about 10 per cent. in the price of harness, harness parts, saddlery and horse collars. The change is the result of lower prices in leather.

A New Price on Prospectors' Anvils

Toronto.

PROSPECTORS' ANVILS.—A new price is out on farmers' or prospectors' anvils and these now sell at $5.50 each.

Changes in Price of Pulleys

Toronto.

PULLEYS.—The following are new revised prices now in effect on cast pulleys and cleats.

Axle Pulleys—No. 1, 1¾ in., 90c; 2 in., $1.05; 3 in., $1.05 per dozen.

Screw Pulleys, No. 45—1½ in., $1.40; 1¾ in., $1.50; 2 in., $1.55; 2¼ in., $1.65; 2½ in., $1.75; 3 in., $2.40.

Hot House Pulleys—1¾ in., $2.15; 2 in., $2.60 per doz.

Clothes Line Pulleys—No. 56, $3.25 per doz.; No. 156, $3.75; No. 57, $2.40; No. 157, $2.50; No. 58, $5.05; No. 158, $5.50.

Line Cleats—No. 3, 55c per doz.; No. 13, 57c; No. 7, 94c; No. 17, $1.04; No. 4, 49c; No. 14, 51c.

Clothes Wringers Revised in Price

Toronto.

CLOTHES WRINGERS.—As forecast in last week's issue of Hardware and Metal the prices of clothes wringers have been revised, and it is stated that new quotations are lower. Prices have been withdrawn but new lists have not yet been issued.

Compression Goods Hold Unchanged

Toronto

COMPRESSION GOODS.—Prices are holding firm on valves and bibbs, though it is regarded that a lower tendency may be expected as a result of the declines in the primary copper market. The demand continues fair for standard lines, though it is not as brisk as it was. Quotations on principal lines are as follows:

Compression work, standard	25%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	28-30%
Flatway stop and waste cocks, standard	25%
Roundaway stop and waste cocks, standard	25%
Brass steam cocks, standard	add 10%
Globe, angle and check valves, standard	add 5%
J.M.T.	plus 10%
J.M.T. C.	Net
Gate or straightway	Net
Jenkins gate valve	10%
Standard gate	list plus 5%
Jenkins Globe	list plus 20%
Radiator valves, standard	23%

Rope Prices Are Lower Again

Toronto.

ROPE.—Prices are reduced on manila rope, but business is apt to be dull at the present time owing to the fact that stocks are being kept as small as possible by most merchants for inventory purposes. The undertone is easier and any further alteration will likely be in a downward direction, it is stated. Following are present quotations:

ROPE.—A reduction has taken place again in the price of rope and pure manila is now quoted at 29½ cents per pound, base being a reduction of 1½ cents. Beaver, British manila and New Zealand hemp are reduced 1 cent and base price is now 23 cents per pound. Sisal prices are unchanged.

Pure Manila basis	0 29½
Beaver Manila basis	0 23
New Zealand hemp basis	0 23
Sisal basis	0 21
Single lath yarn basis	0 21
Double lath yarn	0 21½
Yacht marline, tarred	0 57
Halyards	0 50
Hemp, deep sea line basis	0 50
Do., tarred ratline basis	0 43
Do., tarred bolt rope basis	0 45
Marline and Houseline	0 45

Cast Fittings Are Lower in Price

Toronto.

PIPE FITTINGS.—There is a reduction in the cost of some lines of fittings. Cast fittings are now quoted at net list; plugs at 15 per cent. off list, and bushings at 17½ per cent. off list. Malleables and other lines are unchanged. Deliveries are improving and the scarcity that has obtained will, it is expected, gradually be wiped out. The tendency from now on is likely to be an easier one. Quotations are the following:

PIPE FITTINGS

Cast iron fittings	Net
Plugs	15%
Bushings	17½%
Unions ¼" to 2"	30%
Do., ⅛ in., 2½ to 4 in.	25%
Dart-Unions, blk., ¼ in. to 2 in.	8%
Do., ⅛ in., 2½ to 4 in.	5%
Do., galvd., add to black	30%
Nipples, blk. and galvd., ⅛ to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS

Class A	0 70	0 85
Class B	0 30	0 40
Class C	0 20	0 30

Wrought Pipe Holds Firm Without Change

Toronto.

PIPE.—There is no change in quotations on wrought pipe and list No. 46 still holds. Deliveries are improving, and though jobbers' stocks are still low in some sizes the situation is gradually straightening out, and it is regarded as only a question of time till the recent shortage is overcome. A lower tendency is looked for by some as a result of the easing of the primary markets, though many think present prices will hold for some time. The demand for wrought pipe has been exceptionally large and an increased tonnage is reported although building generally is less. The following are present quotations:

LIST NO. 46

Standard Buttweld Pipe

Per 100 ft.

	Steel Blk	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8.63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.17
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe

Per 100 ft.

	Steel Blk	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
2	$32.01	$ 38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2.66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4.39	4.39	5.21

Lower Quotations on Stevens Rifles

Toronto.

STEVENS RIFLES.—New and lower prices are in effect on Stevens rifles and constitute a reduction of from 7 per cent. on the cheaper lines to about 17 per cent. on the repeating rifles. Following are the new quotations:

Little Scout, No. 14½, $8; Favorite, No. 17, $14.25; Marksman, No. 12, $11.75; Crackshot, No. 26, $9.75; Repeater, No. 70, $21.

Further Reduction on Cotton Rope

Toronto.

COTTON ROPE.—Lower prices are quoted on cotton rope, making a decline of 10 to 15 per cent. This is said to be due to further recessions in materials and surplus stocks put on the market at lower prices. New quotations are the following: ⅛ inch, 62 cents; 5-32 inch, 61 cents; 3-16 inch, 58 cents; ¼ inch and upwards, 57 cents per pound.

Awning Cords Show Lower Prices

Toronto.

AWNING CORDS.—A reduction has taken place in the price of awning cords

and the following are new quotations on these lines: White, 3½ inch, $2.15; 4 inch, $4.50; 4½ inch, $6.20 per dozen. Drab, 3½ inch, $2.40; 4 inch, $5.25; 4½ inch, $7.15 per dozen.

Lamp Wicks Reduced in Price

Toronto.

LAMP WICK.—Following lower prices for materials there has been another decline in the quotation on lamp wick of about 10 per cent. New quotations are as follows:—

Lamp Wick—No. 0, 80c; No. A, $1; No. B, $1.45; No. D, $2.25 per gross.
Rochester—No. 2, $7 per gross; No. 3, $24.
Stove Wicks—3 in., $6; 3½ in., $7; 4 in., $8.35; 4¼ in., 4½ in., $9.35.

Steel Wool Is Now Quoted Lower

Toronto.

STEEL WOOL.—Prices on steel wool are now easier, and a reduction of approximately 10 per cent. has been made in price of this commodity.

Ten Per Cent. Reduction Cotton Clothes Lines

Toronto.

COTTON CLOTHES LINES.—Another reduction has taken place in the price of cotton clothes lines and they are now being quoted about 10 per cent. less. New prices are—40-ft., $2.80; 48-ft., $3.35, and 60-ft., $4.20 per doz.

Cotton Wrapping Twines Are Now Lower

Toronto.

COTTON TWINES.—A further reduction has been made in the price of cotton twines due to lower and unsettled cotton markets. The 3-ply balls of wrapping twine in 5-lb. sacks are now being quoted at 60c per lb.

In the cones, the 3-ply is selling at 55 cents per lb., and the 4-ply at 64 cents per pound.

Some Auto Coaster Wagons Advanced

Toronto.

AUTO COASTER WAGONS.—There has been a good demand for this period of the year for wheeled goods, and two sizes of Auto Coaster wagons, No. 2/0 and No. 0 have been advanced in price.

Gasoline and Coal Oil Show No Change

Toronto.

GASOLINE AND COAL OIL.—There has been no change made in the prices of coal oil or gasoline, and the quotations of 29½ cents for Royalite, and 42 cents per gallon for motor grade gasoline are holding firm. The demand continues good for the season of the year.

Paraffine Oil Is Quoted Lower

Toronto.

PARAFFINE OIL.—A lower price is in effect on paraffine oil, and the new quotation is $0.39.60 per gallon, less 15 per cent., being a reduction of approximately 3 cents per gallon.

Three Cents Off Machine Oil Prices

Toronto.

MACHINE OIL.—The regular grades of machine oil have been reduced in price to the extent of three cents per gallon, and the new quotation is $0.58.60, less 15%.

New Prices Quoted on Door Buttons

Toronto.

DOOR BUTTONS.—These lines have been advanced in price and are now quoted as follows:—

Black japanned buttons, per gross, 1½-inch, 90c; 1¾-inch $1.05; 2-inch, $1.20; 2¼-inch, $1.75; 2½-inch, $1.95.

Lead Products and Solder Show Reductions

Toronto.

LEAD AND ZINC PRODUCTS.—The expected changes have been made in lead pipe and waste, and also on lead sheets and traps and bends due to a falling primary market and lower quotations on pig lead.

U.S. markets have declined $4.50 per 100 lbs. from the high level of last March but a firmer tone is in evidence this week, and some believe that the bottom has been reached.

Lead pipe is reduced one and a half cents per pound, and solders from 2 to 3 cents per pound. Traps and bends are now net list.

Lead pipe, list, per lb.	0 14½
Lead waste pipe, list, per lb.	15½
Do., over 8 in., list, per lb.	16½
Lead pipe is subject to a discount of 10%.	
Lead traps and bends	Net
Lead sheets, 4 to 6 lbs. sq. ft., in rolls lb.	0 11½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder wire, lb.	0 38
Solder, strictly, lb.	0 29
Solder, commercial, lb.	0 27
Solder, guaranteed, lb.	31
Solder, wiping, lb.	0 27
Zinc sheets, per lb.	0 19

Revised Prices Out For Cast Latches

Toronto.

LATCHES.—The prices on cast thumb latches, barn door latches, and some lines of steel thumb latches have been revised and the following are new quotations on these lines.

Steel Thumb Latches—No. 22, $2.45 per doz.; No. 222, $2.55.
Cast Thumb Latches—No. 1, $1.40, per doz.; No. 2, $1.50; No. 3, $1.55; No. 4, $1.80; No. 101, $2.10; No. 102, $2.20; No. 103, $2.30; No. 104, $2.65.
Barn Door Latches—No. 7, $3.40 per doz.

Fuel Oil Is Lower; New Quotations

Toronto.

FUEL OIL.—A reduction of one cent per gallon has been made in the price of fuel oil, and barrels are quoted at 18 cents, while tank cars are now 16 cents per gallon, net.

New Quotations on Safety Hasps

Toronto.

SAFETY HASPS.—A new price has been made effective on safety hasps, and the following are the new quotations—3-inch, $1.88 per doz.; 4½-inch, $2.20; 6-inch, $2.65.

Vaughan Post Hole Auger Revised in Price

Toronto.

VAUGHAN'S POST HOLE AUGERS.—A new price is made on Vaughan's post hole augers, and the 9-inch is quoted at $23.65 per dozen.

New Prices For Horse Weights

Toronto.

HORSE WEIGHTS.—These lines have been revised in price and are now quoted at $11.25 per 100 pounds.

Lead Traps and Bends Now Quoted Net List

Toronto.

LEAD TRAPS AND BENDS.—A reduction has been made in the price of lead traps and bends and these are now quoted at net list instead of plus 15 per cent. The decline is the result of lower primary lead markets, and is the second revision in the price of these goods in a few weeks.

Leather Belting Quieter; Present Quotations

Toronto.

LEATHER BELTING.—There has been a good demand for leather belting, and for belt laces, but sales are a little quieter now. Extra quality is quoted at 15 per cent. off list and standard at 15 and 10 per cent. from list. Lace leather by the side is holding at $2 per pound, and cut laces at $2.40 to $2.75.

Sad Irons Revised; Some Higher Prices

Toronto.

SAD IRONS.—New revised prices are now in effect on sad irons and handles and following are the new quotations on these lines.

Mrs. Potts' Irons—No. 55, plain, $2.45 per set; No. 250, nickel plated, $2.55 per set.
Sad Iron Handles—No. 1, $2.27 per doz.
Sad Iron Stands—$1.13 per doz.
Sleeve Irons—No. 1, $11.25 per doz.
Troy Polishing Irons—No. 4, $11.25 per doz.; No. 6, $11.75.
Common Sad Irons—No. 1, 4 to 5 lbs., $18.50 per 100 lbs.; 6 to 10 lbs., $16.50.

Oakum Demand Less; Tendency Easier

Toronto.

OAKUM.—Jobbers report a quieter call for oakum at the present time. Prices quoted are $10.20 per bale for Special No. 1, and $10.80 for U. S. navy.

Cobblers' Sets Are Slightly Higher

Toronto.

COBBLERS' SETS AND LASTS.—The common sets of cobblers' outfits are now quoted at $1.38 per set and the three-way lap last at $13.50 per dozen.

Sheets and Plates Easier; Some Lower Prices

Toronto.

SHEETS AND PLATES—A better tone is evident in the situation as regards sheets and plates, though little change is reported. Supplies are improving and though some gauges are none too plentiful as yet conditions are a lot better than they were, and with transportation improving gradually and more cars becoming available and the mills making better deliveries the long shortage in sheets, both black and galvanized, will it is expected soon be at an end. Prices at the mills have been still further reduced by the independents and their quotations are now almost on a level with the Steel Corporation prices. Some mills have, it is stated, abandoned their policy of fixed quotations and announce that they are considering new business on its merits. Prices on galvanized are still largely nominal as stocks are small. Where jobbers have supplies better quotations may be secured, but it is stated that it is no use quoting a low figure without being able to deliver the goods. Following are general prices:

PLATES		
10 gauge	7 50	....
12 gauge	7 55	....
14 gauge	7 60	....
16 gauge	7 70	....
BLACK SHEETS		
14 gauge	8 35	9 30
16 gauge	8 40	9 40
18-20 gauge	8 45	9 30
22-24 gauge	8 50	9 35
26 gauge	8 55	9 40
28 gauge	8 65	9 50

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS	Premier.	Apollo.
10¾ oz.	$ 12 50	$13 25
U.S. 28	12 70	12 85
U.S. 26	12 40	12 55
22 and 24	12 25	12 40
18 and 20	11 95	12 10
16	11 95	12 10
12 and 14	11 20	11 95

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Waste Material Market Is Dull and Low

Toronto.

WASTE MATERIALS.—The market in scrap metals is stated to be very quiet again. The declines made by the mills and the downward trend in the pig iron market has had an effect on the waste market and discouraged dealing. Lead, copper and brass have especially been dull and prices are still downward. The following are average quotations, but are largely nominal.

WASTE MATERIAL		
No. 2 busheling		$13 00
Stove plate, per ton	28 00	29 00
Yellow brass	0 07½	0 08
Red brass	....	0 15¾
No. 1 machinery cast	37 00	38 00
Heavy melting steel	22 00	23 00
Heavy copper	0 12	0 12½
Scrap zinc	....	0 05½
Light brass	0 05	0 05½
R. Rd. wrought iron, No. 1, gr. ton	24 00	25 00
Heavy lead pipe	0 05	0 06
Old rubbers, boots and shaes	0 04	0 04½
Overseas lumbermen's rubber boots	....	0 04
Bicycle tires	0 01	0 02
Tea lead	....	0 03
Automobile tires	0 01½	0 02

Ingot Metals Show Recovery; Slump Halted

Toronto.

INGOT METALS.—A reversal of form has been shown in the ingot metal market during the present week, and in the opinion of many the slump has been halted. Tin and spelter are firmer and a higher price is noted. Most metals are displaying a firmer tone and it is believed that the panic peak has been passed, and though there will probably be declines from time to time, buyers will regain confidence and there will be a gradual recovery.

TIN.—Weakness in pound sterling rates resulted in a decline in London markets but a rally resulted in higher quotations. On local markets an advance has been registered and prices are now 46 to 48 cents.

COPPER.—This metal is stated to be showing a firmer tone, and though still quiet is more active than it has been for some time. Prices are believed to have touched bottom and production has been curtailed with the industry as a whole working at about 40 per cent. of capacity. Present quotations here are unchanged at 19 cents for casting copper.

LEAD.—Quiet but firmer is the report on lead. Prices continue to sag at New York and London. Prices here are $7.75.

SPELTER.—This market is reported as firmer with more business doing. Quotations locally are unchanged at 8½ cents per pound.

ANTIMONY.—Buying is reported as extremely light in this metal and quotations are unchanged at 9 to 13 cents.

ALUMINUM.—No change is reported in aluminum and trading is dull. Prices quoted are 37 to 39 cents per pound.

Woodenware Prices Have Firm Tendency

Toronto.

WOODENWARE. — Prices continue very firm on all lines of woodenware, and though no alterations in prices are announced there seems to be no probability of expecting any lower prices at the present time. It is pointed out that lumber costs have been steadily mounting, and though labor is more plentiful any immediate reduction in costs cannot be looked for.

Brooms in Demand; Prices Hold Firmly

Toronto.

BROOMS.—There is a very good demand for corn brooms at the present time. It is reported that higher prices are possible on these goods, and when present stocks are finished there is a strong likelihood that higher prices may prevail.

Metallic Roofings, Sidings Supplies Are Easier

Toronto.

METALLIC ROOFINGS AND SIDING.—Sales of metallic roofings and siding are showing a reduction, but this is expected at this time of the year. The demand for metallic ceilings and interior work is reported to be very good and prices continue firm. Material is easier to obtain now and premiums are no longer required. With easier conditions in regard to supplies it is stated that lower prices on sheets would have an effect on these goods.

Harness Hooks Are Revised in Price

Toronto.

HARNESS HOOKS.—Japanned harness hooks have been revised in price and the new quotations are: No. 25, $1.40; No. 25½, $2.30; No. 27, $7.65.

New Prices Quoted on Lamp Brackets

Toronto.

LAMP BRACKETS.—A new price is quoted on cast lamp brackets, and present quotations are $3.20 per dozen.

Change in Quotation on Hog Rings

Toronto.

HOG RINGS.—These goods have been revised and new price is 18 cents per package of 1,000. The hog ringer is quoted at $1.80 per dozen.

London Markets

LONDON, Ont., Dec. 9.—In spite of unfavorable weather business here has been seasonably good. Many Christmas lines are moving well and merchants are looking forward to increased trade during the next three weeks.

Sales of skates, sleighs, snowshoes, ash sifters, weatherstrip, snowshovels, game traps, etc., are very fair at the present time.

Prices on the whole are remaining firm, and little change is reported.

Turpentine is quoted lower this week and linseed oil prices remain unchanged. Collections here are good.

Turpentine Prices Lower by Five Cents

London, Ont.

TURPENTINE.—A reduction has been made this week in the price of turpentine of 5 cents per gallon, and new quotations are 1 barrel lots, $1.65; 2 to 4 barrels, $1.64; 5 gallons, $1.80 per gallon.

No Further Change in Linseed Oil

London, Ont.

LINSEED OIL.—There has been no further change this week in the quotations on linseed oil, and last week's prices, which are as follows, still hold.

	Raw	Boiled
1 to 2 barrels, gal.	1 17	1 20
3 to 5 barrels, gal.	1 16	1 19
6 to 9 barrels, gal.	1 14	1 17

Less barrels add 15c gal.

White Lead Held At Recent Change

London, Ont.

WHITE LEAD IN OIL.—Sales are a little lighter in this product and prices are holding at recent decline. Quotations are the following:

	Tons	Less tons
Pure, per 100 lbs.	18 20	18 55
Elephant	18 70	19 05

Nails Unchanged; Sales Are Smaller

London, Ont.

NAILS.—The demand for nails has fallen off and is not as heavy as it was during the summer and fall, but sales are still seasonably good. Prices continue unchanged, and wire are quoted at $6.25, base, and cut at $7.50.

Higher Prices Quoted On Tire Chains

London, Ont.

TIRE CHAINS.—New higher lists have recently been put into effect on tire chains, and make an advance of about 75 cents per pair. Lists are as follows, and discounts are 25 per cent. for orders under one dozen pairs. For 12 pairs or more 33 1-3 per cent. off list.

	Weed Per Pair	Rid-O-Skid —List
30 x 3½	6 75	4 25
32 x 3½	7 35	4 45
31 x 4	8 25	4 60
32 x 4	8 50	4 75
33 x 4	8 75	5 00
34 x 4	9 50	5 25
35 x 4	10 00	5 50
36 x 4	10 50	5 75
34 x 4½	10 25	....
35 x 4½	10 75	5 75
36 x 4½	11 25	6 00
37 x 4½	12 00	6 25
37 x 5	13 25	....

Less 25%.
In lots of 12 pair or more, less 33 1-3%.

Window Glass Sales Smaller But Numerous

London, Ont.

WINDOW GLASS.—Although orders for window glass are not large there is a very good demand at present and sales are numerous. No change has taken place in price, and quotations are 30 per cent. off case list for single and double diamond in box lots, and 40 and 10 per cent. off cut light list.

Putty Prices Holding; Fair Demand

London, Ont.

PUTTY.—Prices of putty are remaining steady and sales at present are good. Quotations are $8.05 per 100 pounds for standard in 100-pound drums, and $8.30 in 25-pound irons. The pure oil putty is quoted at $10.55 per cwt. in 100-pound drums, and $10.80 in 25-pound irons.

Game Traps Scarce, But Demand Good

London, Ont.

GAME TRAPS.—A good demand is being experienced for game traps at the present time and some lines are scarce. Present quotations on the better selling lines are given below.

Victor—No. 40, $2.20 doz.; No. 1, $2.65; No. 1½, $4; No. 2, $5.50; No. 3, $9.35; No. 4, $11.25.
O'Neida Jump—No. 0, $3 doz.; No. 1, $3.50; No. 1½, $5.25; No. 2, $8.40.
Newhouse—No. 1, $7.50 doz.; No. 1½, $11.35; No. 2, $16.75; No. 3, $22.35; No. 4, $26.35.
Hawley & Norton—No. 0, $4.25 doz.; No. 1, $5; No. 1½, $7.60; No. 2, $10.60; No. 3, $14.15; No. 4, $16.65.

New Prices in Effect on Prepared Paints

London, Ont.

PREPARED PAINTS.—New lower prices are in effect here on prepared paints, due to reduced costs of white lead and linseed oil. The reductions are as follows: regular paints, first quality, down 50 cents per gallon; porch paints reduced 50 cents; floor paints 30 cents; flat wall paints 25 cents. Varnishes and specialties remain unchanged.

You dealers in small communities have just as much chance as the big one in the big city—in HARDWARE AND METAL XMAS WINDOW CONTEST.

Silvo Metal Polish Is Now Arriving

London, Ont.

ENGLISH SILVER POLISH.—There are small shipments of some makes of English silver polish arriving again, and quotations on No. 3 size of "Silvo" are $1.65 per dozen; No. 6 size is quoted at $2.70.

Lanterns and Globes Are Selling Well

London, Ont.

LANTERNS AND GLOBES.—Sales are good now on lanterns and lantern globes and present quotations are $15 per dozen for long or short pattern lantern. Globes are selling at $2 per dozen, 1 dozen to case; cases of 3 dozen are quoted at $1.80, and 6 dozen lots at $1.60 per dozen.

English Tool Baskets Again on Sale

London, Ont.

CARPENTERS' TOOL BASKETS.—There has been a dearth of this line and the English tool basket has been practically off the market here for several years, but stocks are now arriving. No. 4, bound and lined is quoted at $17.25 per dozen, and No. 5, at $19.50.

Rope Sales Quiet; Recent Change Holding

London, Ont.

ROPE.—Sales of rope and cordage are light at present and no change has been made in prices. The following are current quotations:

Pure Manila, 31c lb. base; Beaver Manila, 24c; New Zealand Hemp, 24c; Sisal, 21c.

Fair Movement of Skates and Sleighs

London, Ont.

SLEIGHS AND SKATES.—Sales of skates and sleighs have been fair here this past week and prices are unchanged. The Starr make of skate is being quoted at 30 per cent. off makers' lists.

Snow Shovels Selling; Supplies Are Scarce

London, Ont.

SNOW SHOVELS.—The demand continues fair for snow shovels and supplies are reported to be slow in arriving from factory. Prices remain firm but unchanged.

Winnipeg Markets

WINNIPEG, Dec. 9.—Business in the West has been quiet during the past week. Winter and Christmas lines have been moving fairly well but not as good as they should which is due to the very mild weather for this time of the year prevailing all over the West. Very few changes have been made in the prices of hardware commodities since the last issue of Hardware and Metal. Prices for the most part are remaining firm and a few lines are lower in price. Although the tendency is for lower prices it will be some time before any noticeable changes will be made in hardware owing to the scarcity of many lines. Reductions for this week include lower prices on white lead and putty. A great many lines of goods in demand at this time of the year, such as snow shovels, skates, hockey sticks, etc., are not plentiful. Stocks are small and manufacturers are behind with deliveries on those goods.

Linseed Oil Reduced in Price

Winnipeg.

LINSEED OIL.—Lower quotations are made on linseed oil, and raw oil is now $1.40 per gallon in single barrels, and boiled linseed oil $1.43.

Steel Snow Shovels Are Scarce

Winnipeg.

SNOW SHOVELS.—Wood snow shovels are in good demand this season and on account of short deliveries of steel shovels from the mills it is likely that the demand for snow shovels made of wood will be greater than ever. Orders have been filled in their entirety up to the present, but late orders may go short.

Lower Price For White Lead

Winnipeg.

WHITE LEAD.—Owing to the falling off of the market in the prices of pig lead and linseed oil the price of white lead has been reduced as was expected. Following are the present quotations:

Decorators, pure.—1 lb., $21.85 per 100 lbs.; 2 lb., $21.85; 5 lb., $21.35; 12½ lb., $19.85; 25 lb., $19.35; 100 lb., $19.35.

Putty Quoted Lower in Price

Winnipeg.

PUTTY.—A reduction has been made this week in the price of putty, and the following are this week's prices:

25 lb. irons, $8.80 per 100 lbs.; 5 lb. irons, $10.20; 1½ lb. tins, 16c each; 50 lb. drums, $8.20 per 100 lbs.; 100 lb. drums, $8.20.

No Prices Announced For Barbed Wire

Winnipeg.

BARBED WIRE.—Prices on barbed wire for 1921 have been expected for some time, but have not been announced as yet owing to the uncertainty of conditions. It is very awkward for the jobbers in taking orders for bookings to quote prices on wire that will apply when shipment is made after the first of the year. It is thought by some that prices will be out very soon and others expect they will be deferred for some time.

Canada Plate Outlook Better

Winnipeg.

CANADA PLATE.—Although there has been no change in the prices of Canada plate, manufacturers state that conditions will be better after the first of the year and larger quantities will be forthcoming and will probably be lower in price.

Expect Improvement in Pipe Situation

Winnipeg.

IRON PIPE.—Prices are likely to improve on wrought iron pipe if deliveries can be maintained and some stocks accumulated. For the past few months there has been a big demand for pipe and jobbers have been unable to fill orders completely and have been unable to assemble any excess stock to speak of. There is still a fair demand but it is expected that this will ease off from now on. It is probable within a comparatively short time that this condition will mean keener competition and there will be a tendency to make a change. The following list shows the present prices:

BLACK PIPE
F.O.B.

Sizes ins.	Winnipeg.	Calgary, Edmonton, Lethbridge & Medicine Hat Add to Winnipeg price.	Saskatoon Add to Winnipeg price.	Regina Add to Winnipeg price.	Brandon Add to Winnipeg price.
⅛ in. ..	$6 21	$0 30	$0 20	$0 17	$0 11
¼ in. ..	5 94	0 53	0 34	0 30	0 19
⅜ in. ..	6 12	0 70	0 45	0 40	0 26
½ in. ..	8 24	1 05	0 67	0 59	0 38
¾ in. ..	10 22	1 40	0 90	0 79	0 51
1 in. ..	15 08	2 08	1 34	1 17	0 75
1¼ in. ..	20 43	2 80	1 80	1 57	1 00
1½ in. ..	24 48	3 35	2 15	1 88	1 21
2 in. ..	32 94	4 50	2 88	2 52	1 62
2½ in. ..	53 33	7 18	4 60	4 02	2 68
3 in. ..	70 07	9 42	6 03	5 28	3 39
3½ in. ..	88 20	11 25	7 20	6 30	4 05
4 in. ..	104 40	12 33	8 53	7 46	4 80
4½ in. ..	124 20	15 61	10 04	8 75	5 62
5 in. ..	144 90	18 12	11 60	10 15	6 52
6 in. ..	188 10	23 45	15 00	13 14	8 44
7 in. ..	274 50	29 09	18 62	16 28	10 46
8L	288 90	31 25	20 00	17 50	11 25
9 in. ..	397 80	42 20	26 96	23 59	15 18
10L	369 00	40 00	25 60	22 40	14 46

Galvanized Pipe

Size ins.					
⅛ in. ..	$8 69	$0 30	$0 20	$0 17	$0 11
¼ in. ..	8 28	0 53	0 34	0 30	0 19
⅜ in. ..	8 46	0 70	0 45	0 40	0 26
½ in. ..	9 95	1 05	0 67	0 59	0 38
¾ in. ..	12 51	1 40	0 90	0 79	0 51
1 in. ..	18 50	2 08	1 34	1 17	0 75
1¼ in. ..	25 02	2 80	1 80	1 57	1 00
1½ in. ..	29 93	3 35	2 15	1 88	1 21
2 in. ..	40 28	4 50	2 88	2 52	1 62
2½ in. ..	65 39	7 18	4 60	4 02	2 68
3 in. ..	86 40	9 42	6 03	5 28	3 39
3½ in. ..	107 10	11 25	7 20	6 30	4 05
4 in. ..	126 90	12 33	8 53	7 46	4 80
4½ in. ..	152 10	15 61	10 04	8 75	5 62
5 in. ..	177 30	18 12	11 60	10 15	6 52
6 in. ..	229 50	23 45	15 00	13 14	8 44
7 in. ..	.....	29 09	18 62	16 28	10 46
8 in. ..	.....	31 25	20 00	17 50	11 25

Tents Costing Less Money

Winnipeg.

TENTS.—All makes of tents manufactured from cotton duck are quoted at reduced prices owing to the falling cotton market. Following are a few of the present prices:

Wall Tents—8 oz. duck.—7x7x15 in., $12.45 each; 7x7x2 ft., $12.95; 7x9x15 in., $14.40; 7x9x2 ft., $15.30; 8x10x15 in., $16.45; 8x10x2 ft., $17.30; 8x10x3 ft., $19.65; 8x12x2 ft., $20.25; 8x12x3 ft., $22.80; 10x12x2 ft., $23; 10x12x3 ft., $24.20; 12x14x3 ft., $30.80.

10 oz. duck.—7x7x15 in., $14.80 each; 7x7x2 ft., $15.45; 8x10x2 ft., $20.60; 8x12x2 ft., $24; 10x12x 2 ft., $27.50; 12x14x3 ft., $28.95; 14x16x3 ft., $47.80.

12 oz. duck.—7x7x15 in., $17.80 each; 7x7x2 ft, $18.25; 8x10x2 ft., $24.45; 8x12x2 ft., $28.60; 10x12x2 ft., $32.75; 12x14x3 ft., $44; 14x16x3 ft., $56.95.

Lead Traps and Bends Now Plus 5%

Winnipeg.

LEAD TRAPS AND BENDS.—A new price has just been recorded for lead traps and bends and is a 30 per cent. reduction. The latest quotation is 5 per cent. advance on list.

Lead Pipe Reduced in Price

Winnipeg.

LEAD AND WASTE PIPE.—Lead pipe and lead waste pipe have been reduced in price and following are the present quotations: Lead pipe, $13.86 per 100 lbs. Lead waste pipe, $14.76 per

Pittsburgh Markets

PITTSBURGH, Dec. 9.—This week has shown further recessions by the independent mills, and their quotations are stated to be now practically on a level with the Corporation prices except on tubular goods.

The open market continues dull and it is expected that many of the independents who are operating round 50 per cent. capacity may close down for a while to allow orders to accumulate for an uninterrupted run.

PITTSBURGH, December 9.—Two more important steel mill products, wire and sheets, have come down to the Steel Corporation or Industrial Board level, and only one large line, tubular goods,

Continued on page 60

Correcting Weaknesses in Paint Department

"World Will Make a Beaten Path" to the Door of the Merchant Who Conducts His Paint Department Efficiently and Who Advertises—Importance of Watching Local Developments for Merchandising Suggestions.

DISCUSSING matters pertaining to the sale of paints and varnishes in the retail hardware trade with one who has had a long connection with this department of business, a number of weaknesses common to the average paint department were pointed out to Hardware and Metal and the ultmate seriousness of such practice was emphasized.

One of the important points mentioned was that a dealer may not be making a success of his paint department because his place of business is not centrally located and because he does not follow the lines necessary to get this trade coming to him under such conditions. In this connection the well known statement "If a man preach a better sermon, write a better book or build a better mouse trap than his neighbor, though he hide himself in the wilderness the world will make a beaten path to his door," is very true, providing he advertises. Similarly it is possible for any dealer to build up a good trade in paints though he be somewhat handicapped as to location, if he follows the fundamental principles of merchandising.

Poor judgment in ordering was stated as a reason why paint sales are not larger in some stores. There is more to this question than some dealers are inclined to credit. For instance the requirements of one community may be a great deal different to those of another. It is these differences peculiar to the district that should be considered when ordering a stock. The tendencies of the buyers in the district, the nature of their requirements, the probable volume of paint trade which may confidently be expected, any increased stock of certain lines that may be required in connection with special campaigns that will be put on; these are some of the points to be remembered in planning the stock.

Watching Local Conditions.

Just now it will pay a dealer in planning his next year's paint stock to keep in very close touch with local business and building conditions. The banker will be able to give valuable advice as regards credits, collections and other factors having a distinct bearing on general conditions. The resumption of building will bring back a big field for paint business and it will pay every dealer to watch the building tendencies in his community. A number of opinions are being expressed that building will recommence actively next spring, but this will be largely governed by general conditions prevailing at that time. Unless trade is stimulated and credit conditions ease up building may not progress as rapidly as anticipated by some. However the hardware dealer has had to develop business from other fields during the past few years and can continue to do so, at all times watching the building situation and having his business and stock in shape to take full advantage of this field when it is again reopened in large volume.

Faulty ordering will result in a shortage of some lines so that sales are lost through not having a sufficient quantity or in other cases where great prodigality is indulged in, a slow-moving stock results with many unsalable shades that eventually must be disposed of at a sacrifice as dead stock. Here is where the possible profits of many months are wiped out. knowing the possible demands without either over or underestimating to any great extent, is an important matter.

Lessening Demand for Cheap Qualities

Quality of product is more necessary in the paint line than perhaps in many other lines of merchandise. This point is to be kept in mind in ordering the stock. Hardware dealers throughout Canada are finding a lessening demand for cheap quality paints and the pushing of best quality grades will provide a better business for the dealer and lessen the danger of conflict with customers over the failure of the goods. In the desire to follow the course of least resistance some dealers put their paint department on a price proposition basis and eventually the department develops into a white elephant.

Other arguments along this line have to do with general considerations such as figuring proper overhead and investment costs. It is just recently that one dealer in mind has found out that it does not pay him to sell a high grade paint at a gross profit of 15 cents per gallon after paying freight on the shipment for a distance of 150 miles. Such a plan has often been followed by dealers in competition with cheap grade paints, but it should always be kept in mind that the customer knows that the best is not going to be sold for less money than something not as good and that such a practice will rather establish for the high class line a second grade reputation.

Avoiding Odds and Ends.

Buying odds and ends from every paint salesman who comes along is another common weakness among some dealers. Concentration is

continued on page 58



TO OUR DEALERS

These expensive displays are only valuable when WORKING

ARE YOURS?

The Brush Department

Brushes in Housefurnishing Dept.

Housewives Like to Find Sanitary Equipment and Labor-Saving Devices in House Furnishings Section — Institutional Demand for Brushes is Open to Every Dealer.

A COMPARATIVELY new department in the hardware trade, in which brushes of various kinds are holding an important place, is the housefurnishing department. In many stores such a department has been started to handle the many articles which are classed as conveniences, sanitary equipment and labor-saving equipment. Lines classed under these headings are popular with the women who use them in making the home more comfortable with the minimum of effort. Among the most indispensable articles which appeal particularly to housewives of to-day are brushes for cleaning, which have revolutionized housework and made a pleasant task of the old time drudgery.

The far-seeing dealer will not be slow to seek the favor of the ladies by suggesting and demonstrating the advantages of the many lines of labor-saving brushes and floor brooms, such as are designed and manufactured by the leading Canadian brush manufacturers who study the possibilities of modern household demands which tend to lighten the duties about the home.

It, however, is often considered that brushes are such a general commodity that all that is necessary is to carry a stock, sometimes in an out of the way corner of the store, and that prospective customers will ask for what they need. The dealer whose conception of brush profits does not go beyond this antiquated idea will surely not get his share or anything like the increased brush sales that would come to his store.

If he will try the display method (most people need the "show me" suggestion to get them to buy the proper assortment of cleaning brushes) the dealer will quickly realize the advantages of same and the opportunity he has of making new customers and permanent customers. Remember, cleaning brushes are used every day in the year in not only the moderate thrifty homes, but in every home where sanitation and comfort hold forth—also there are the demands of hospitals, clubs, public buildings, offices, factories, etc., which have to be met. This business is within the scope of every dealer's trade.

CORRECTING WEAKNESSES IN PAINT DEPARTMENT

(Continued from page 56)

something which must be had in the paint department to make a success of it; concentration on local requirements, concentration in studying the stock and attention concentrated chiefly in one line of paint about which the dealer knows practically everything to be known and which he has absolute confidence in recommending. An "odds and ends stock" wipes out all possible chance of profit. There are paint salesmen who advise the cleaning out of such a stock even though their own line goes out with the clean up. They realize that it is unfair to the dealer, to the manufacturer and the customer to follow such a plan. "I would be better off developing another customer than to waste my effort and opportunity under a continuation of such conditions," says one salesman.

When asked what plan he would follow in establishing a paint department, the subject of this interview stated that he would first investigate the dependability of the various lines of paints and choose one which he was sure he could conscientiously push. "Quality and the extent of advertising, extent of manufacturers' co-operation, convenience of location for distribution of the line under consideration is also a factor. Reasonable investments, quick turnovers and quick replenishments are the pivots on which the paint department revolves. An item of importance under the subject of manufacturers' co-operation is in reference to the help to be secured from travelling salesmen. The manufacturers' advertising and the salesmen are the two mediums by which dealer and manufacturer are kept in touch. A good, live, well-posted salesman aids wonderfully in building up the sales of his customers, aided by suggestions to the dealer through the manufacturers' advertising. The frequency of such help from various manufacturers would be a point in helping to decide the line to carry.

"After deciding on the line I would stock it as completely as conditions warranted and I would then let everyone know that I was handling and pushing a certain line. I would not go to the point of not listening to representatives of other lines who might come in to interest me in their propositions but I would be mighty slow in putting in sundries and specialties of some other manufacturers for it is courting trouble to mix up lines of paints."

Death of Frederick L. Clarke

Frederick L. Clarke, aged 44 years, for six years traveler for the Canada Paint Company, Montreal, died this week in Halifax, N.S. Known as Fred Clarke, he was a familiar figure among the hardware trade of the Maritime Provinces. It was while waiting for his wife that he was stricken with heart trouble, and death came suddenly in a Barrington street store in Halifax. The sympathy of the entire staff of the company was



Late F. L. CLARKE,
Traveller for Canada Paint Co., Montreal, whose sudden death is announced.

wired to Mrs. Clarke. Mr. Ward, of the Canada Paint Co. staff, proceeded to Halifax to represent the staff at the funeral.

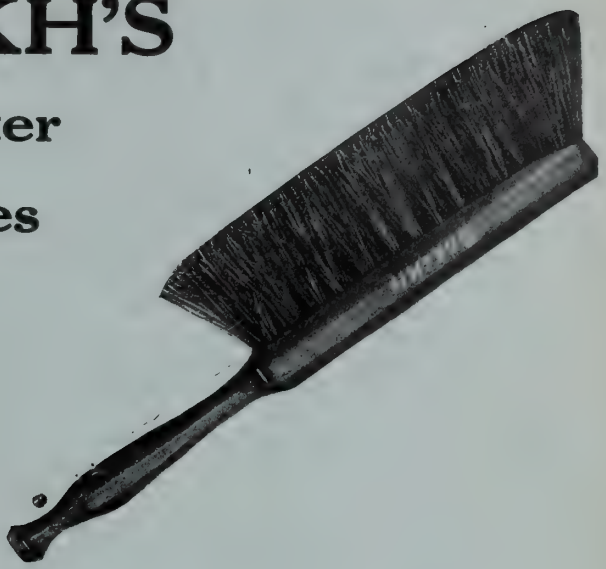
Deceased joined the company's staff in January, 1914, having formerly traveled through Ontario selling cash sales books to the general trade. In paint sales he was third top nocher in 1917 and again in 1918. He made steady gains each year and took a deep interest and pride in his company. He attended the company's annual convention held but a few weeks ago in Montreal. His loss is keenly felt by his business associates.

Are your windows a cash producing proposition at Xmas? If so your display should win a prize in HARDWARE AND METAL XMAS WINDOW CONTEST.

BOECKH'S

Bannister Brushes



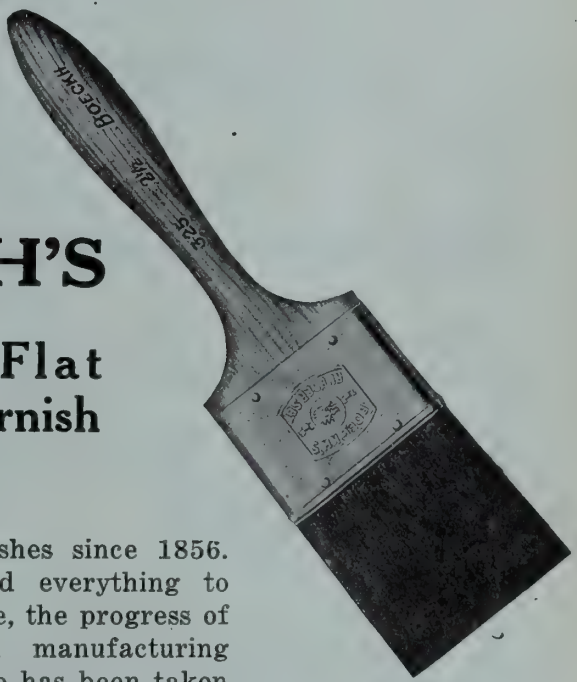


The Bristles Can't Come Out

BOECKH TRADE MARK EST^BD 1856 TORONTO

Every Boeckh Brush Guaranteed





BOECKH'S

Rubber Set Flat Paint and Varnish Brushes

Boeckh's have made good brushes since 1856. The lapse of years has added everything to Boeckh's Brushes that experience, the progress of science and improvements in manufacturing methods could offer. Advantage has been taken of every step in progress, until now, after sixty-four years of service to the public and the trade, Boeckh's offer the perfect brushes to use or sell.

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856

If interested tear out this page and place with letters to be answered.

Canada's Paint Export Trade

Paint Export Business Will Be Built Up Steadily—United Kingdom Best Buyer of Canadian Paints—Comparative Figures of Last Three Years

CANADIAN export trade in paints was stimulated after the armistice by several special orders, largely the result of the united efforts of the Canadian manufacturers, who sent a representative overseas. On the whole only a moderate business is looked for outside of Canada, but one that seems likely to be built up steadily. Australia has been one of the big prospective fields, so much so that a Canadian firm has established a plant there. This, however, in itself will restrict the exports from Canada, and now Australia does not rank high as a field for export. The United Kingdom has been the best source for Canadian business, the value of exports for the fiscal year ending March 31, 1920, being $748,092 as compared with $205,869 one year before. For the four months ending July 31, 1920, the exports to the United Kingdom amounted to $365,388, as compared with $155,979 one year before. British South Africa is another field that it is believed will show growth. During the 1918 fiscal year the shipments amounted to the large sum of $708,243, but this fell far down the next year with the extreme scarcity of shipping, to the small amount of $34,129. New Zealand is another promising market, the exports increasing for the last fiscal year from $84,000 to $131,000. The past few months have seen a great improvement on this, for during the four months ending July 31 the value of exports to New Zealand rose to $139,507, comparing with $4,932 for the corresponding period of 1919.

Exports to Newfoundland have shown a steady improvement for the past three years. For the fiscal year of 1918 the amount was $93,971; for the next year, $129,285; and for the 1920 fiscal year, $148,946. For the four months ending July 31 the exports amounted to $47,165. Future developments promise to be largely along these lines.

Following is a comparison of the export figures for the three fiscal years, and for the four months of April, May, June and July of 1920, 1919 and 1918:

Exports Paints, Pigments and Varnishes

Year ending March 31—	1920	1919	1918
To United Kingdom	$ 748,092	$ 205,869	$ 170,437
To United States	126,901	218,026	98,391
To other countries	750,425	1,376,130	500,109
	$1,625,418	$1,800,025	$ 768,937
4 mos. ending July 31—	1920	1919	1918
To United Kingdom	$ 365,388	$ 155,979	$ 35,504
To United States	31,229	24,549	40,183
To other countries	282,732	84,617	258,394
	$ 679,349	$ 265,145	$ 334,081

Paint Men Give $1,600 to Hospital

The following sums totaling $1,600 have been subscribed by paint manufacturers for the assistance of the Muskoka Free Hospital, which was seriously damaged by fire. The decision to raise such a fund was reported in Hardware and Metal last week in connection with the meeting of the Canadian Paint, Oil and Varnish Association. The Sherwin-Williams Co. of Canada, Montreal, $100; Scarfe & Co., Brantford, $100; Imperial Varnish & Color Co., Ltd., Toronto, $100; Brandram-Henderson, Ltd., Montreal, $100; The Martin-Senour Co., Ltd., Montreal, $100; Lowe Bros., Ltd., Toronto, $100; Benjamin-Moore Co., Ltd., Toronto, $100; Standard Paint & Varnish Co., Windsor, $100; McArthur Irwin Co., Ltd., Montreal, $100; Canada Paint Co., Ltd., Montreal, $100; Pratt & Lambert, Inc., Bridgeburg, $100; The Glidden Co., Toronto, $100; Dougal-Varnish Co., Montreal, $100; Carter Lead Co., Montreal, $100; Sanderson-Pearcy & Co., Toronto, $50; Canadian Oil Co., Toronto, $50; Ottawa Paint Works, Ltd., Ottawa, $50; International Varnish Co., Toronto, $50. Additional subscriptions are expected from other companies.

PITTSBURG MARKETS

Continued from page 55

remains. The readjustment in pipe may not come for quite a while, for pipe continues in excellent demand, with heavy requirements against contracts and some new buying of no small consequence in the open market. Pipe stands quite alone among finished steel products.

In the wire product readjustment one large independent interest took the lead, reducing its prices to 3.25c for plain wire and $3.25 for nails, these being the Steel Corporation prices. The $3.25 on nails is an Industrial Board price. The 3.25c on plain wire is an advanced price, the Industrial Board price having been 3.00c, the American Steel & Wire Company having advanced its price on wire last August by $5, leaving nails unchanged. While it may seem strange to have wire and nails on the same price basis, the differential has never reflected the actual cost of manufacture. For many years it was 10 cents, and for a short period long ago it was only five cents. The 25-cent spread in the Industrial Board schedule was a relic of the war time control.

The other independent wire interests showed no alacrity in following the lead of the first independent. This indifference is to be attributed to the fact that there is scarcely any demand in the open market, hence little temptation to engage in competition, while perhaps it was thought that some of the contract tonnage remaining on books could be saved. One independent, for instance, offered to adjust 4.25c nail contracts to 4.00c. Another reduced its nail price from 4.25c to 3.75c instead of to 3.25c, although it did make the full reduction, to 3.25c, on plain wire.

The Decline in Sheets

At the time of last report the sheet market, on a really desirable order, was practically down to a level just $10 a ton or a half cent a pound above the Steel Corporation prices, although no mill was openly quoting altogether as low. For a few days the position of several mills was that while they were quoting $10 a ton above the corporation prices they were willing to do the corporation prices if they were offered a good sized order, say 1,000 or 2,000 tons. The difficulty was that no such business appeared in the market. At this writing it is clear that at least one mill would quote the Steel Corporation prices even on an ordinary order, not waiting for an impossibly large order. Hence the independent sheet market is now quotable at the Steel Corporation level.

Late last week the American Sheet & Tin Plate Company opened its order books for the new sales period, nominally the second half of the year in the case of regular manufacturing consumers, but practically for the second quarter, since about three months of work has to be carried over from this year's contracts, the holdover being due to the company not having been able to operate at capacity on account of steel and fuel shortage and car shortage, at various times over the past six months and more.

The prices are of course as formerly: Tin plate, $77 per base box for 100-lb; blue annealed sheets, 10 gauge, 3.55c; black sheets, 28 gauge, 4.35c; galvanized sheets, 28 gauge, 5.70c.

End of Independent Market

The famous and spectacular independent market for steel products has thus come to a mute and inglorious end, excepting in the case of pipe. No one, perhaps could have imagined the independent market giving out so quietly. It can hardly be said to have done so active and energetic a thing as to die. It simply faded away. There was no im-

Continued on page 64



The Luxeberry Painter Says:

"I have made hundreds of friends and permanent customers among home-builders and house-owners by telling them about Berry Brothers' Varnishes. Their use creates for me a permanent and always increasing volume of business."

The cordial endorsement of the painter is one of the reasons why Berry products are so easy to sell.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Fife Hardware Co., Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance, Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

SAVE THE SURFACE AND YOU SAVE ALL

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONTARIO

260



"VICTOR"
Improved Wood Snow Shovel



The Victor Wood Snow Shovel is Bringing Substantial Profits to the Hardware Trade

The high price and scarcity of steel snow shovels will not be felt if you carry in stock the VICTOR wood snow shovel.

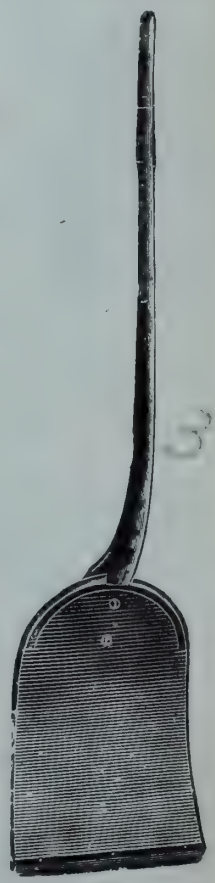
The VICTOR line includes large sizes for general uses and small sizes for children. The children's shovels are plain or painted red. The large sizes are plain, top ferruled or top and bit ferruled.

All shovels are oiled to prevent snow from sticking to the blade.

See Your Jobber

The Victor Industrial Co., Reg'd, Quebec

RICHARDSON & BUREAU
MONTREAL
Sole Selling Representatives



If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, Dec. 9.—A firmer tone is evident in linseed oil this week, and flax seed has shown an advance which may be reflected later in oil prices. At present the demand is small and interest in oil prices is not so great as it otherwise would be. Turpentine is steadier, although stocks are good and further declines look probable. Prices are maintained on white lead, putty, glass and prepared paints, and a revival is looked for in spring bookings as a result of price stabilizing.

Linseed Oil Prices Are Firmer

Montreal.

LINSEED OIL.—Flax seed has advanced during the past week by a margin of 20 cents per bushel, which has strengthened the marketing prices on linseed oil. Prices have not changed since last reported, but bookings for delivery early in the New Year are much freer. Prices are firmer with a tendency for a slight advance.

	Imp. Gal.	
Raw—		
1 to 4 barrels	1 15	1 33
Boiled—		
1 to 2 barrels	1 17½	1 35½
3 to 4 barrels	....	....
5 to 10 barrels	....	....

NOTE—The market is really a nominal one at present and quotations are subject to frequent changes.

Price on Putty Is Unchanged

Montreal.

PUTTY.—There is a good seasonable demand for putty, and just now it is moving freely. Prices are remaining firm.

Commercial Putty	5 tons	1 ton	Less than ton
Bulk barrels, 800 lbs.	$6 00	$6 25	$6 60
Bulk drums, 100 lbs.	7 00	7 25	7 60
Do., or tins, loose, 25 lbs.	7 25	7 50	7 85
Bulk tins, cased 25 lbs.	8 00	8 25	8 60
Bulk drums or tins, loose 12½ lbs.	7 50	7 75	8 10
Bulk tins, cased 12½ lbs.	8 25	8 50	8 85
Bladder barrels, 400 lbs.	8 25	8 50	8 85
Do., cases, 100 lbs.	8 50	8 75	9 40
Tins, 1 lb.	10 60	10 85	11 20

Standard Putty, 10c per 100 lbs. advance over above prices.

Pure Linseed Oil Putty, $2.50 per 100 lbs. advance over above prices.

Terms: 2% 15 days or net 60 days, f.o.b. Montreal or Ottawa.

No Change in Prices on White Lead in Oil

Montreal.

WHITE LEAD IN OIL—Prices remain unchanged, and the indications are that the present prices will continue to be firm for some time, this despite the fact that conditions of the pig lead market are very unsettled. British interests have a surplus of pig lead and are endeavoring to market same in the U. S. and the keen competition from the home manufacturers has caused a see-sawing of prices. Production costs on pig lead are stated to be 3 cents per pound higher than in 1912 and it is said that pig lead to-day is selling below production costs.

Turpentine Prices Still Dropping

Montreal.

TURPENTINE.—Rosin stocks are accumulating and at a time when the demand for turpentine is falling off. It is felt that before many months pass turpentine will be selling at very much lower prices and some look for a price around 85 cents. Turpentine substitutes are also affecting the marketing of turpentine, and the latter will have to be greatly reduced in price before substitutes will go off the market; particularly so as it has been shown that turpentine substitutes give satisfaction for purposes such as thinning paints. Deliveries are very easy from the South and there are ample stocks on hand.

	Imp. Gal.	
Turpentine—		
Single barrels	1 45	1 60
Small lots	1 55	1 70
(Packages extra)		

Toronto

TORONTO, Dec. 9.—There is little or no change to record in the paint market this week. The changes reported last week in prepared paints and shortly before that on white lead in oil have had the expected effect of banishing the uncertainty which many dealers felt with regard to prices, and it is reported that bookings have already improved under the stimulus of the fixed quotations. Linseed oil has not changed in price this week and an advance in the price of flax seed may have a tendency to make a firmer market in oil. The demand is, however, not very large at the present time and the same can be said of turpentine. This is also holding unchanged at last week's quotation and an advance in the exchange rate precludes, it is stated, any lower price at the moment. The sales on putty and window glass are fair, with quotations held unchanged.

The Xmas present seeker gets bewildered—show how you help such shoppers by an entry in HARDWARE AND METAL XMAS WINDOW CONTEST.

Prepared Paints Booking At Recent Change

Toronto.

PREPARED PAINTS.—A more hopeful tone is in evidence in the trade and it is believed that now the uncertainty with regard to prices is cleared away there will be a revival of spring bookings, and manufacturers will be able to figure to a certain extent on their requirements and will be in a better position to take care of their customers than would be the case if orders were not placed until the season was close at hand. Business has been good this year but it is stated that there is every reason to expect that this next year will see an even bigger demand for paint and varnish than there has been during the present season.

Turpentine Holds Without Change

Toronto.

TURPENTINE.—The demand for turpentine is smaller at the present time and sales are hardly likely to increase very much for a while, it is said. The Southern markets are showing the same quietness and prices are ruling more steady. Exchange rates have advanced to 16 per cent. and increase tends to offset any possible decline in price of turpentine. No change in market quotations is recorded here and following are prices asked:

Turpentine—	Per Imp. Gal.
1 barrel lots	1 65
2 to 4 barrel lots	1 64
5 gal. lots	1 80

Tone in Linseed Oil Is Now Firmer

Toronto.

LINSEED OIL.—There is a firmer tone in flax seed and it is reflected in linseed oil, although no change in prices of the latter is noted. For the first time for a long while the previous week's quotations are holding. Supplies are







Just Eleven Days to Christmas!

There is still time for the

Agate Family

to make cheerful the homes of your customers



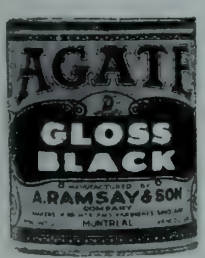


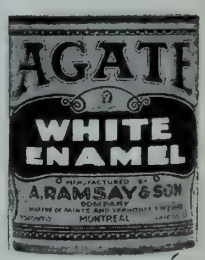
IT just needs your pleasant suggestions of how the scratched and marred furniture or woodwork can be made ready to add extra cheer to the Christmas home-coming.

Remember the profit to you for the happy suggestion!

Don't forget the jolly Agate Family makes for Christmas happiness.

We can make express shipments if you are short.





A. Ramsay & Son Company

The All-Canadian Manufacturers of Paints and Varnishes since 1842

Montreal

Toronto **Winnipeg** **Vancouver**

Distributors

EDMONTON DISTRICT—Revillon Wholesale Limited, Edmonton.
CALGARY DISTRICT—The McDonald-Baker Co., 818 8th Ave. W., Calgary.
NOVA SCOTIA—James Simmonds, Limited, Halifax, N.S.

Save the surface and you save all" *Paint & Varnish*









If interested tear out this page and place with letters to be answered.

plentiful and the demand is less than it was. It is stated that flax seed has advanced 30 cents during the week and it is hard to see the cause for same. Oil should be a little firmer following the seed market, but the small demand at the present time and the lack of interest may be the reason that it remains unchanged. Quotations are as follows:

	Raw	Boiled
1 to 2 barrels, gal.	1 17	1 20
3 to 5 barrels, gal.	1 16	1 19
6 to 9 barrels, gal.	1 14	1 17

Putty Holding Firm; Sales Are Fair

Toronto.

PUTTY.—The demand for this product is stated to be fair. Prices are holding at the recent change and the following are present quotations:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	8 05
Do., 25-lb. irons	8 30
Do., bladders in bbls.	9 30
Do., less quantities	9 55
Pure, in 100-lb. drums	10 55
Do., 25-lb. irons	10 80
Do., bladders in bbls.	11 80
Do., less quantities	12 05

No More Change in White Lead Prices

Toronto.

WHITE LEAD IN OIL.—Sales continue moderate for white lead in oil, and demand is as good as can be expected, it is stated. The price is holding at recent decline, and pure is quoted in ton lots at $18.20 per 100 pounds; less than tons at $18.55.

Window Glass Unchanged; Demand Variable

Toronto.

WINDOW GLASS.—No change in quotations is reported on window glass. The demand fluctuates and though it is stated that sales are not large in size the trade is buying in small lots but more frequently. Prices are holding firm and no indication is given of any change in discounts. Present quotations are 30 per cent. off list on case lots.

PITTSBURGH MARKET

Continued from page 60

portant business offered as an incentive. The independent mills that reduced their prices first did not get any business to speak of by the operation, nor has buying been stimulated to any appreciable extent. Such wants as the country has seem to be supplied almost wholly by the Steel Corporation which so far as can be ascertained is operating as well as at any time, say at between 85 and 90 per cent. It must be that a large number of buyers have been on the corporation books, making purchases from independents simply as the corporation's allotments to them were insufficient. With respect to much of the country's business, then, the independents were simply getting the overflow.

Independent Operations

The different independents are operating at various rates, and there is also much starting and stopping from week to week, so that a close estimate of the general average rate of operation by the independents is difficult. The common view seems to be that the independents are not operating at an average of over 50 per cent. In slack times it is a common practice for a mill to close for a time, to allow orders and specifications to accumulate for a moderately full run, and it is considered probable that many mills will seize upon the last fortnight of the year as a good time in which to close. Thus the year may end with the independents almost altogether closed. As for the Steel Corporation, it looks as though it would be able to maintain a moderately full rate of operation for months even if there is no improvement in the general situation.

Manufactured Steel

Declines in the hot rolled products are naturally working their way through to the manufactured products. Cold finished steel bars have come down from 4c to 3.60c. Bolts and nuts have been reduced various amounts, averaging about 20 per cent. Rivets have not been formally reduced. For some time there has been shading of the old official price of 4.75c to 4.50c and 4.35c, but a reduction in keeping with the declines in hot rolled steel is expected to carry the market down at any rate to 4c. Chain is still nominally at 7.25c.

Hot and cold rolled strips have been reduced a cent a pound from the old official price and a half cent from the market actually existing in the past two or three weeks, the new prices being 4c for hot rolled and 7c for cold rolled. The producers did not expect to get any new business of consequence by the reduction, and state the reduction was made chiefly for the purpose of adjusting contracts on books at higher prices, so that customers would be free to file additional specifications.

Foundry pig iron is still quotable nominally at $37, valley, and perhaps this is so chiefly because there has been no inquiry to tempt producers to make lower quotations. On quotations made voluntarily by furnaces rather than in response to important inquiry Bessemer is down $2.50 to $35, valley, and basic $2 to $33, valley. It is possible that these prices will hold for several weeks. No great decline, at any rate, is to be expected until there is enough business developed to promote active competition. As matters stand the furnaces are rapidly running out of business and have nothing to do but blow out. Of the 13 merchant furnaces in the Mahoning and Shenango valleys seven are out and the six still in blast are referred to as being "on the ragged edge." Perry at Erie is out.

The cash register will be set jingling as a result of good Xmas displays—send in an entry to HARDWARE AND METAL XMAS WINDOW CONTEST.

TRADE WITH U. S. CONTINUES

Continued from page 41

The growing use of this adaptation of what is known to foreign exchange bankers as the buying of future, is due to a great extent to the efforts of two or three Canadian banks that have offices in the United States. During the year, according to my information, one of these banks has distributed over fifteen thousand booklets advocating the judicious use of this method of minimizing the effect of the Canadian exchange situation on American business and has backed up the distribution of these booklets by extensive advertising to the manufacturers of this country.

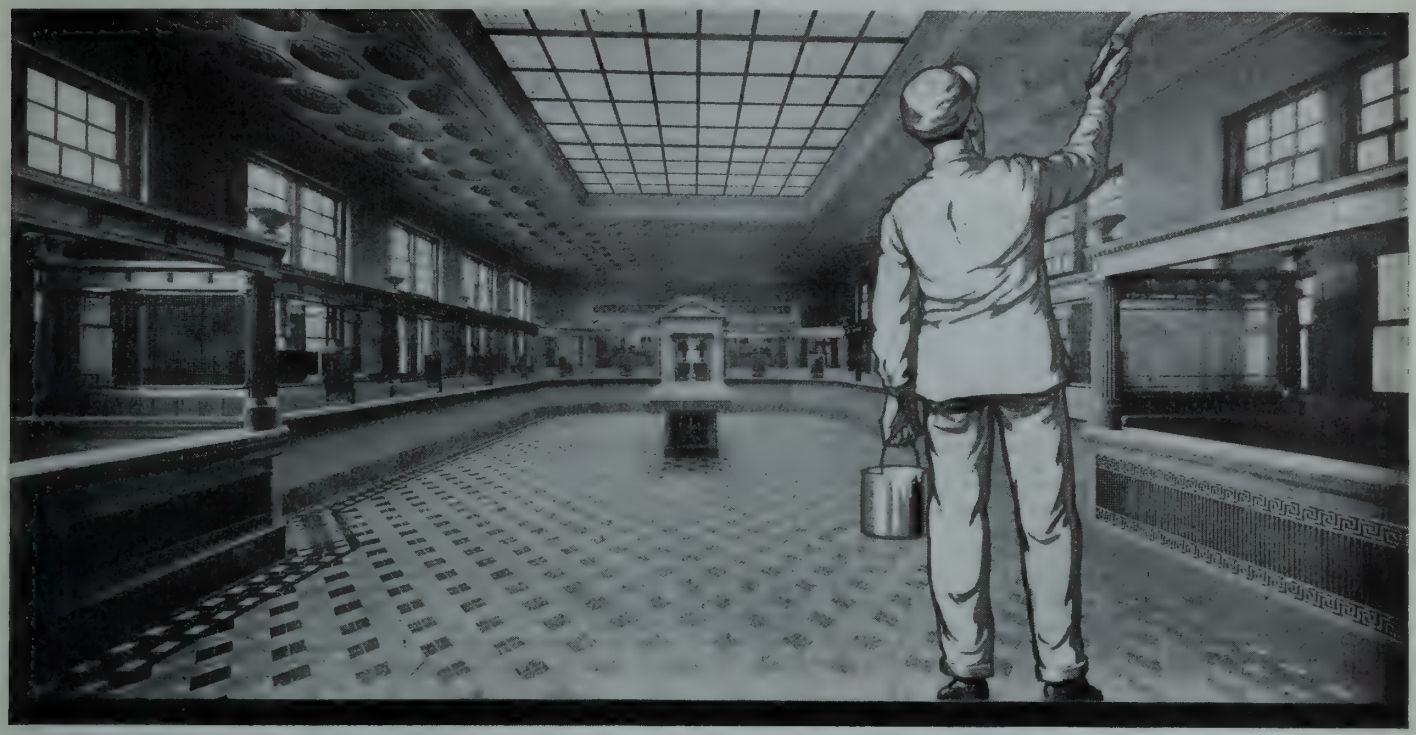
Canada's Trade is Valuable

As a result of their experience of the past year and their study of Canadian conditions — and it may be said incidentally that the past year has witnessed an amazing growth of interest in Canada among American business men—most American exporters have come to a fuller realization of the importance of Canada to the United States commercially. They have come to see that if their Canadian trade is to be held, concessions, and substantial ones, must be made. They have come to see that their Canadian customers must be met at least half way if the amicable relations of the past are to be continued into the future.

The events of the past year and the developments they foreshadow in the future have also served to centre the interest of many far-sighted American manufacturers on the question of establishing a Canadian plant from which to handle their Canadian and British business. The increasing difficulty of building up their Canadian trade in the face of the spread of the "Made in Canada" movement, the Canadian customs tariff, the fluctuating exchange rate, and new import taxes have combined to make the establishment of a plant in Canada a particularly attractive project to the American manufacturer who has been experiencing difficulty in holding his British trade. As the industrial commissioner of any Canadian manufacturing town will tell you, dozens of American manufacturers have established plants in Canada during the year, and judging from the number of inquiries received both here and in Canada for information regarding Canadian conditions, this movement northward is likely to continue.

Independent Steel Mills Cut Working Schedules

Pittsburgh.—A number of the smaller independent steel plants in the Pittsburgh district are begining to shorten their working hours in their plants and employees are consequently beginning to feel the effects of the readjustment in steel prices recently announced. The rate of wages is not being cut, but working time is, thus affecting the income of the worker.



Enduring as Well as Attractive

"Save the surface and you save all" Paint & Varnish

Glidden finishes possess all the qualities necessary to a satisfactory result—they *look well* and *wear well.*

This ability of "making good on the job" is attracting thousands of friends to the Glidden line every year. The name Glidden has become known as representing the highest type of paint and varnish materials. It's this reputation, in every part of the Dominion, that is creating profitable business for dealers everywhere.

You can get your full share of this business with little effort. If you're really in earnest about the paint question we have a proposition that will interest you. Write us for particulars.

THE GLIDDEN COMPANY, Limited
Toronto, Ontario

Branches at Montreal and Winnipeg



If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps	.....	.....	$ 7.00
22 Short	.....	$10.00	10.70
22 S. Mush	.....	.....	11.50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16.00
22 L.D. do.	.....	.....	18.70
22 L. Rifle.	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	.....
32/30	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser.	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144.50
303 British.	.....	.....	199 00
32/40	.....	.....	121 50
32 Special.	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.
Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 bail, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45% off list.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 15%.
Standard Quality, 15/10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40-$2.75.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	13/16	$12.00
4/16	6.00	10/16	14.00
5/16	6.00	20/16	14.00
6/16	6.00	21/16	16.00
7/16	6.00	22/16	16.00
8/16	6.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
14/16	6.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/10	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:
Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	....
Supreme Zinc	6 50
Western King (enamel)	9 50

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard 15 00
30-gal., extra heavy $18 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅝ in. dia. and smaller, 6 in. and shorter, net list.
Carriage Bolts ($1 list), ⅝ in. dia. and longer lengths, list plus 10%.
Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.
Machine Bolts, ⅝ in. dia. and smaller, 4 in. and shorter, 10%.
Machine Bolts, ⅝ in. dia. and smaller, longer lengths, list plus 10%.
Machine Bolts, 7-16 in. dia. and larger, list plus 10%.
Sleigh Shoe Bolts, all sizes, list plus 10%.
Coach and Lag Screws, 15%.
Square Head Blank Bolts, list plus 10%.
Bolt Ends, list plus 10%.
Plow Bolts, 1, 2, 3 heads, net list.
Plow Bolts, others, list plus 20%.
Elevator Bolts, large heaad, list plus 10%.
Elevator Bolts, corrugated heads, 20%.
Fancy Head Bolts, list plus 10%.
Shaft Bolts ($3 list), list plus 10%.
Step Bolts, large head ($3 list), list plus 10%.
Whiffletree Bolts, list plus 10%.
Nuts, 2 in., and smaller, square Blank, add to list $2.25.
Nuts, 2 in. and smaller, square Tapped, add to list $2.75.
Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.
Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.
Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
base, Montreal	0 30
Do., Toronto	0 32
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 29
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 39

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS

Wrought Steel:—
No. 840 ..... add 20%
No. 800 ..... add 25%
No. 838 ..... add 12½%
No. 808 ..... add 10%
No. 804 ..... add 7½%
Nos. 802, 842, 844 ..... add 25%
No. 810 ..... add 57½%
No. 814 ..... add 62½%
F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.
Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.
Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12.25 to $13.50; No. 1, $12.25 to $13.50; No. 2, $13.35 to $15; No. 3, $14.35 to $16.50; No. 4, $16.40 to $19.50; No. 5, $19.50 to $22.
List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.
Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.
Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning each	1 90
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	15 00
No. 5	18 00
No. 6	21 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 38

CLOTHES LINE REELS

	Doz. net
No. 3	$23 75
No. 3½	26 25
No. 4	33 75

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$24 00	$
¼ in.	21 70	
5-16 in.	18 20	19 40
⅜ in.	13 85	16.65
7-16 in.	13 50	16 15
½ in.	13 15	15 75
⅝ in.	12 60	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$22 30	
3-16 in.	18 65	24 45
¼ in.	17 25	22 55
5-16 in.	14 85	18 80
⅜ in.	12 20	
7-16 in.	11 85	
½ in.	11 50	
⅝ in.	11 05	
¾ in.	10 80	

F.o.b. Montreal, Toronto.
Cow ties, plus 40%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.50 doz. net; breast chains, No. 220, ... dozen pairs.
F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 36	0 37
Soft sheets, plain, 16 oz. and heavier, lb.	0 38	0 40
Plain Tinned, 16 oz. and heavier, lb.	0 42	....
Polished and Tinned, 16 oz. and heavier, lb.	0 46	0 50
Tubing, lb.	0 44	0 42

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 88
No. 7, lb.	0 87
Nos. 8, 9, 10, 12	0 86

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz. .....
2 ft. 10 in., doz. .....
3 ft. x 7, doz. .....
Prices withdrawn

DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank List each.

⅛	$0.45	19/32	$1.20
6/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

SHEET LEAD

EIGHT WIDE OR LESS. ANY LENGTH. ANY WEIGHT. PROMPT SHIPMENT



HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Skates for the Speed Boys, the Pleasure Skaters, and the Figure Artists

THERE are Automobile Skates to meet the desires of every skater in your locality.

There are beautiful, graceful models for pleasure skaters. Fast, strong hockey models for players—the same as worn by the "Falcons," Amateur Champions of the World. There are special "figure" skates for cutting grapevines and doing other fancy stunts. Also skates for "waltzing." And speeder tubes for those who want to burn up the ice!

Sizes for girls and boys, ladies and men. There's nothing lacking in the "Automobile" line.

MADE of the same special steels as used in highest grade automobiles. Given the C.C.M. heat treatment, which produces the unusual combination of a glass-hard running edge over a tough core, making the blades practically unbreakable. Also heavily nickel-plated over copper to prevent rust.

Automobile SKATES

Made in Canada by
Canada Cycle & Motor Co.
Limited
WESTON
Montreal, Toronto,
Winnipeg, Vancouver

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
1/32	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	3/8	$ 8.50
1/8	3.00	7/16	10 50
5/32	3 50	1/2	13 00
3/16	4.00	9/16	15 50
7/32	4 50	5/8	18 00
1/4	5 00	11/16	21 00
9/32	6 00	3/4	24 00
5/16	7 00	7/8	30 00

Blacksmiths', 1/2-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 27½ to 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer	50
Nov. 1, 1899	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net; Malleable bushings, 10%; cast bushings, 17½%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 15% off list; couplings, 4 in., and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 75	0 85
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 10

GRIND STONE FIXTURES

	Doz.
No. 22	$11.55
No. 33	11 95
No. 2½	13 65
No. 3	14 30

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.
Black, rope tie, 1 in.
Black, rope tie, 1¼ in.
No tie, 1 in.
No tie, 1¼ in.

HALTERS, ROPE

Sisal, 7-16 in.
Do., 9-16 in.
Jute, 7-16 in.
Do., 9-16 in.

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$28 25
3-4½ lbs.	25 00
5 lbs. and over	20 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$20 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$14 00
No. 30, 1¼-lb.	15 00

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	$7 35
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount, 22% to 27%.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, SPRING

No. 200, per doz.	$2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Less 20c.

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CALKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$21 00
Corrugated, ⅝ in., 100 ft.	24 00
Corrugated, ¾ in.	28 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS (SAD)

Potts, No. 55, pol., per set	$2 45
Potts, No. 250, n.p., per set	2 55
Potts handles, japd., doz.	2 27
Common, No. 1, 4 and 5 lbs.	18 50
Do., 6 lbs. and up	16 50

F.o.b. Montreal, Toronto, Hamilton, London.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 48
Shelf Lock, 4 to 8 ft. only	0 36
Faultless, 10, 12 and 14 ft.	0 56

Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long

1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 50

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$2 70
Steel Thumb, No. 3	3 50
Steel Thumb No. 4	5 25
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 09
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	13 00
Popular, No. 1	20 25
Champion	18 00
Blue Bell, without stand	List, each
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14.25
Pick, doz.	14.25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS Doz. Net

Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops complete	6 30
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85 3 35
Crank wringing	8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London: Hamilton, Milton, $6.25 base; Toronto, $6.40.

F.o.b. Montreal, $6.40 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

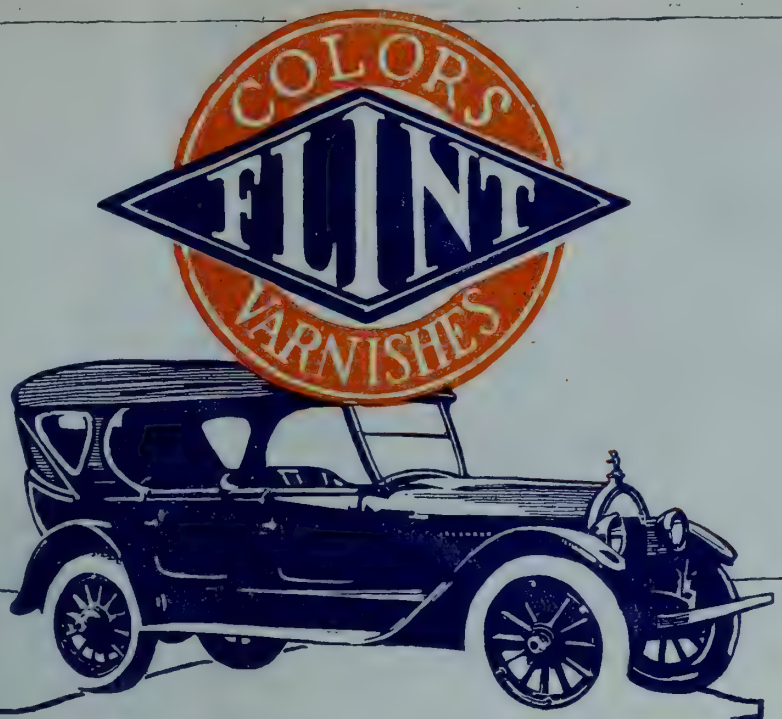
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.90; London, $7.50 base; Toronto, $7.35.

Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.



FLINT PRODUCTS for Refinishing Automobiles

MANY Automobile Manufacturers at present use Flint Products in finishing their cars and we are prepared to furnish these same materials to dealers in order that they may supply the demand for similar products for refinishing work.

Automobile owners, in many cases when having their cars refinished, wish to maintain the original color standard. Our line of Color Varnishes is designed to meet this particular demand.

Now is the time for you to get this business. Write for our attractive Spring proposition.

FLINT AUTOMOBILE SPECIALTIES

Primers, Surfacers and Fillers
Ground Colors for use under Color Varnishes
Rubbing Varnishes
Body Finishing Varnishes
Gear Varnishes
Japan Colors
Black Top and Seat Renewer
Auto Black Enamel
Tarklene—the liquid Tar and Grease Remover



FLINT VARNISH & COLOR WORKS
OF CANADA LIMITED
owned and operated by
CANADIAN EXPLOSIVES LIMITED

HEAD OFFICE
MONTREAL

TORONTO · WINNIPEG · VANCOUVER
· SUDBURY · HALIFAX

VARNISHES FLINT COLORS

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 85
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	20 40
U.S. Navy	21 60
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal.	0 29½
Palacine, gal.	0 32½
Gasoline, net, gal.	0 42

Above prices net.

	Gallon
Black oil (summer)	0 26.6
Black oil (winter)	0 27.1
Imperial Kerosene, tractor	1 50
Capital, cylinder	0 98.1
Machine oil, regular grades	0 58.6
Imperial gas engine oil	0 62.6
Paraffine	0 39.6

List, less 15% on above.

Polarine Oil, list	1 50
Polarine Oil, heavy, list..	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel oil, bls., net	0 18
Do., tank cars, net	0 16

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 85	1 85
Do., No. 2, Anchor	1 50	1 50
Dry Fibre No. 2, Elephant	....	1 50
Tarred Fibre, No. 1 Anchor	1 95	1 95
Do., No. 2, Anchor	1 70	1 70
Elephant Brand, tarred, No. 2	....	1 70
Surprise Fibre	1 55	1 55
Stag Sheathing	1 55	1 55
Cyclone, dry	1 85	1 85
Cyclone (tarred)	1 95	1 95
Joliette Sheathing	1 50	1 50
Do., tarred	1 70	1 70
	Per 100 lbs.	
Monarch Sheathing, white	10 50	
Do., gray	9 75	
Straw Sheathing, heavy, dry	8 05	
Spruce Sheathing, 36" and 72" wide	11 75	
Asbestos Sheathing	13 50	
Carpet Felt	9 00	
Tarred Felt, 7, 10 and 16 oz.	6 05	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	13 00
6 to 7 lbs., doz.	13 50	14 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$2 10
4 gross (cartons), 4-in.	2 10
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 31	7 41	5 91	8 01
⅜ in..	5 31	7 41	5 91	8 01
½ in..	7 10	8 63	7 95	9 48
¾ in..	8 80	10 87	9 95	12 02
1 in..	13 01	16 07	14 71	17 77
1¼ in..	17 60	21 74	19 90	24 04
1½ in..	21 04	25 99	23 79	28 74
2 in..	28 31	34 97	32 01	38 67
2½ in..	44 75	55 28	.....	.....
3 in..	58 52	72 29	.....	.....
3½ in..	74 06	90 62	.....	.....
4 in..	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$32 01	$38 67	$35 71	$42 37
2½ in..	48 26	58 79	54 11	64 64
3 in..	63 11	76 88	70 76	84 53
3½ in..	75 90	92 46	85 10	101 66
4 in..	89 93	109 55	100 83	120 45
4½ in..	1 05	1 29	1 30	1 54
5 in..	1 22	1 50	1 52	1 80
6 in..	1 58	1 95	1 97	2 33
7 in..	2 06	2 53	2 53	3 01
8L in..	2 16	2 66	2 66	3 16
8 in..	2 49	3 07	3 07	3 64
9 in..	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in..	3 56	4 39	4 39	5 21

Freight equalised on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

Add 25% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in. ..... Net

Medium and extra heavy pipe, 2, 3, 5 and 6 ..... Plus 10%

Medium and extra heavy fittings, 2 to 6 inch 20%

8 inch pipe and fittings ... Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal, Montreal, Toronto

Do., 60 sheets	13 25	....
Ordinary, 52 sheets	$13 00	....

PLATES, COKE, TIN

Prices only nominal

	Tor. Per box	Mont.
IC, 20x28, 112 sheets	25 00	
IX, 20x28, 112 sheets	28 00	
IXX, 20x28, 112 sheets	31 00	
IXXX, 20x28, 56 sheets	16 00	

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)

IC, 20x28, 112 sheets $24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00
Net.	
Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 80	$4 50
No. 3	4 20	5 20
No. 4	5 00	5 65
		Each
No. 70		7 75
No. 80		10 00

PUMPS, REDWING

No. 0	$7 50	No. 4	$12 75
No. 1	8 25	No. 5	15 25
No. 2	9 25	No. 6	18 00
No. 3	11 00	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, add 15%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10

	Mont.	Toronto
Everlastic, 1 ply	$2 30	$2 30
Everlastic, 2 ply	2 85	2 85
Everlastic, 3 ply	3 35	3 35
Panamoid, 1 ply	2 20	2 15
Panamoid, 2 ply	2 70	2 65
Panamoid, 3 ply	3 20	3 10
Red Star, 2 ply	2 33	2 38
Red Star, 3 ply	2 75	2 80
Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.		0 60
In ½ bbls., per gal.		0 65
In 5s and 10s		0 70
1 gal. cans, per doz.		9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 31
Beaver Manila basis	0 24
New Zealand hemp basis	0 24
Sisal basis	0 21

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 21
Double lath yarn	0 21½
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	
Do., 5-32 in.	
Do., 3-16 in.	
Do., ¼ in. and up	

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 25
403—50 ft., Linen	2 85
	Dozen
713—50 ft., Ass Skin	3 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	3 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 20
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

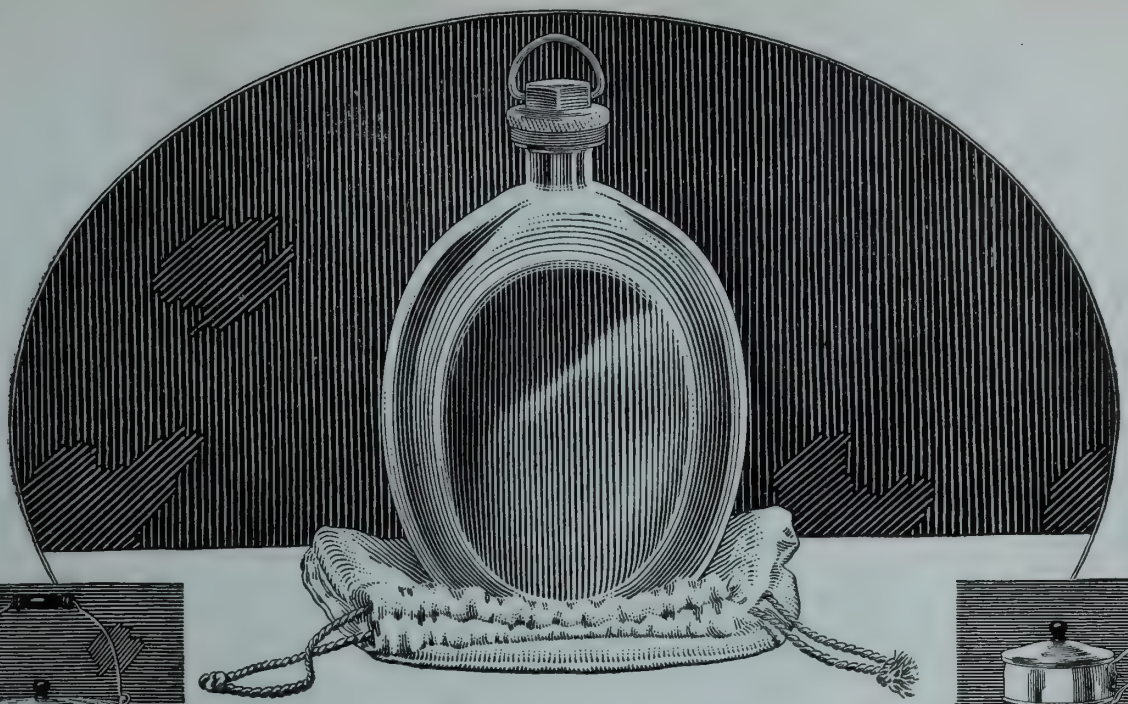
Discount 10/5%.

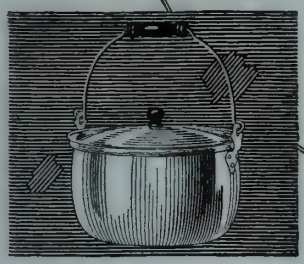
Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

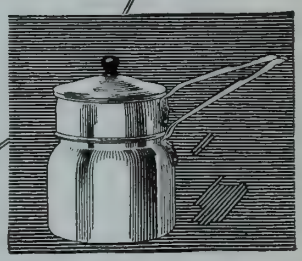
SCREWS

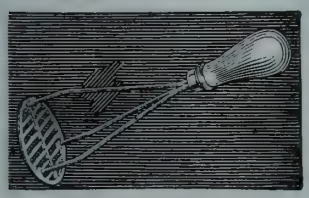
Discounts off Standard List adopted Aug. 1, 1908.

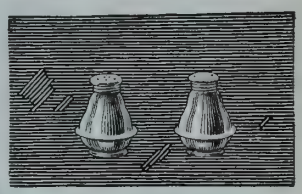
Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%



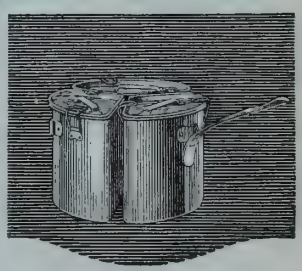












A·G·M·CO. VIKO ALUMINUM

Order Your Viko Hot Water Bottles Now

Winter brings a big increase in not water bottle sales. You can get a share of this business. Stock, and display, the Viko Hot Water Bottle. It is not only an aid to cold weather comfort, but is invaluable in the sick room. Each bottle comes with flannel jacket.

The Viko bottle is but one of dozens of items in the Viko line of aluminum ware—a line known everywhere as a leader. Viko utensils are of improved design, sturdily constructed of thick sheet aluminum, and retail profitably at a popular price. For dealer proposition—

Ask Your Jobber

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wisconsin, U. S. A.
Makers of Everything in Aluminum

VIKO

The Popular Aluminum

If interested tear out this page and place with letters to be answered.

SCREWS, IRON BENCH, No. 14

1 in.	$16 70
1⅛ in.	24 25
1½ in.	25 25

SCYTHES — Doz.

Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS — Doz.

00 Patent	$18 10
1 loop	17 40
2 loops	16 65
3 loops	15 20
Bush	18 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.
Queen's Hd. Fleur-de-lis

28 gauge	...
26 gauge	...
24 gauge	...
22 gauge	...
20 gauge	...
18 and 20 ga.	

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB

Dowswell, doz.	$52 00
Reversible Drip, each	$2 25

STAPLES (Fence—Galvanized)

Bright	$6 65
Galvd.	7 65

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3-burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30% off list.

McClary Glass Front Oven No. 70, each, net	6 00
Detroit Glass Front Oven, No. 85, each, net	...
Hot Blast	Plus %

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.
Hot Blast ..... Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b. b.	$ 62 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	47 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b	58 00
Grand Rapids, jap., cyco b.b.	52 00
Parlor Queen, nick., cyco b.b	64 00
Princess, nick., cyco b.b.	60 00
Standard, jap. fittings	48 00
Universal, Jap., cyco bear.	50 00
Universal, nick., cyco bear.	56 00

F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM — Bissell's Doz.

Grand Rapids, nickeled	$124 00
Household, japanned	110 00
Superba, nickeled	140 00

SWINGS, Ontario $10 00

TACKS — Discount

Wire Tacks	60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.	60 and 15%
Double-pointed tacks	65-10%
Shoe findings	Net list

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 80
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

SPADES, SHOVELS AND SCOOPS

	1st Grade	2nd Grade	4th Grade
	%	%	%
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	add 25% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME)	Doz. with chain
Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER	per ft.
500 feet	$0 17¾
550 feet	0 19¼
600 feet	0 20¾
650 feet	0 21¾

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)	
5-lb. sack, 3-ply, lb.	$0 60
Cones, 3-ply, lb.	0 55
Do., 4-ply, lb.	0 61

VALVES AND COCKS

Compression work—Standard	25%
High grade	24%
Fuller work—Standard	30%
Basin cocks, No. 0—Standard	23%
Nos. 1 and 2	23%
Bath Cocks—Compression	25%
Flatway stop and waste cocks, Standard	25%
Roundway stop and waste cocks—Standard	32%
Brass steam cocks, stand. add	10%
Radiator valves—Standard	15%
Do., removable seat	10%
Globe, angle and check valves, standard	add 5%
Gate or Straightway	Net
Jenkins Gate Valve	10%
Standard Gate	list plus 5%
Jenkins Globe	list plus 20%

F.O.B. Toronto.

VALVES, FOOT	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves

Gate Valves	5/2½%
Regrinding Valves	Plus 5%
Swing Check Valves	Plus 7½%
Compodisk Valves	Net

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 60%
Copper Tea and Coffee Pots, list, plus 60%
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%

F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.46; ¾ in., $18.29; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1⅝ in. 1⅞ in., $13.48; 1⅞ in., 1⅞ in., 1 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$5 10	$6 00	$7 00
Section, ½ lb., per 100 lbs.	5 50	6 60	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	5 40	6 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0-8	Base
No. 9	0 10
No. 10	0 15
No. 11	0 28
No. 12	0 30
No. 13	0 50
No. 14	0 60
No. 15	0 85
No. 16	1 30
Annealing, extra	0 25
Coppering, extra	0 75–0 90
Bright base	6 00
Annealed base	6 25

Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 30c.

Stovepipe Wire	
No. 18	$10 00
No. 19	10 50

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 25% Canadian pattern; 20% on genuine.
WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES
Prices withdrawn.

Domestic, No. 531E	.....
Dom. Bench, No. 541EB	....
Favorite, No. 511E	.....
Favorite, No. 512	.....
Royal Canadian, No. 151	...
Favorite, No. 514	.....
Ottawa, No. 331E	.....
Ottawa Branch, No. 341EB	
Challenge, No. 311E	.....
Warranty	.....
Bicycle	.....
Eze	.....
Rapid	.....

Prices withdrawn
Discounts from above list 20 per cent.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-

TINKER TOM'S TALKS.

No. 289

OF COURSE YOU DO!

You remember, Mr. Jobber or Manufacturer, our repeated predictions during the last few months about prices—

Well, lower prices are here and the end is not yet, so it's well to lie low temporarily and make use of our big assorted stock of

PREMIER

MADE-IN-CANADA

GALVANIZED SHEETS

Special sizes can be put through rapidly. Keep your eye on this space and we'll tell you when we think it's time to stock up. In the meantime "nail" every order in sight.

TINKER TOM

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON. CANADA.



If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ochre, 100-lb. keg	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls.	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	7 50
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00
Discount.	

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 30%; London, 30%; Montreal 20 to 20/5%
Cut size sheet glass, 40/10% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, 12½c ½-lb. pkge. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ten lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 40c. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$17 75	$18 20
Champion, Pure	17 75	18 20
Crown Diamond, Pure	17 75	18 20
Green Seal	17 75	18 20
Ramsay's Pure	17 75	18 20
Moore's Pure	17 75	18 20
Tiger, Pure	17 75	18 20
O.P.W. Dec. Pure	17 75	18 20
Red Seal	17 75	18 20
O.P.W. English	17 75	18 45
Elephant Genuine	18 25	18 70

B. B. Genuine Lead, less than tons, Montreal, $20.75; Toronto, $21.25.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	
10s	0 35	
5s	0 36	
1s	0 39½	
½s	0 43½	

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING
Bronzing liquid, No. 1 ..$1.55-$2.15
Banana oil, gal. 4.50- 7.00
F.o.b. Montreal, Toronto

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant white	$4 95
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	5 05
C. P. Co., pure, colors	4 80
B.-H. English, colors	4 80
B.-H. English, white	5 05
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	4 20
B.-H. Porch Floor	4 80
Crown Diamond, white	4 80
Crown Diamond, colors	4 55
Crown Diamond, floor	4 20
Crown Diamond, porch	4 50
Do., Flat Wall Tone, white	3 85
Do., colors	3 75
Moore's House Colors, white	5 00
Moore's House Colors, colors	4 80
Moore's Preservo Paint, white	3 95
Do., colors	3 75
Moore's Floor Paint	3 90
Moore's Sani-Flat	3 85
Moore's Porch and Deck Paint	5 00
I.V. Elastica, white	4 45
I.V. Elastica, colors	4 20
I.V. Elatine, Int. Wall, white	3 85
I.V. Flatine, Int. Wall, colors	3 75
Jamieson's Crown Anchor	4 55
O.P.W. Canada Brand, white	4 80
O.P.W. Canada Brand, colors	4 50
O.P.W. Canada Brand, floor	4 20
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 90
Ramsay's Pure, colors	4 65
Ramsay's floor	4 20
Glidden's white	5 05
Glidden's colors	4 80
Martin-Senour, 100%, white	5 05
Martin-Senour, 100%, colors	4 80
Martin-Senour, Porch Paint	4 80
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour's Floor Paint	4 20
Sherwin-Williams, white	5 05
Sherwin-Williams, colors	4 80
Sherwin-Williams, floor	4 20
Sherwin-Williams, porch paint	4 80
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	5 05
Lowe Bros., H.S., color	4 80
Lowe Bros., hard drying floor	4 20
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	5 05
Maple Leaf, colors	4 80
Maple Leaf, floor	4 45
Pearcy's Prepared, colors	4 50
Pearcy's Prepared, white	4 75
Pearcy's Prepared, floor	4 25

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	10 75	10 75
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal.	0 75	0 75
1s (case 12 gals.)	9 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Halif-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa.
Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$9 00
Less, per lb.	0 12

SHELLAC

	Pure white	Pure orange
Per bbl.	$7 75	7 00
Gal. jugs	7 00	6 50

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$2 30
O.P.W.	1 60
Anchor	1 40

No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.

B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 05
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Indestrueto	....
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 00
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 43
M-S Wood-Var	4 43
M-S Durable Spar	5 59
M-S Finest Interior	4 34
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	1 80
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. package, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	8 80	9 90
C. D. Wall Coating, white		9 60
Do., colors		9 60

WASTE

Cream, Polishing	$0 26

WHITE

XXX	0 21½	XXX	0 23
XX	0 19½	XX, grad	0 21½
X	0 18½	XLCR	0 20
XC	0 17½	X Empire	0 18½
		X Press.	0 16½

COLORED

No. 8	0 11	Fancy	0 18
No. 1	0 15	Lion	0 16
No. 7	0 14	Standard	0 14
No. 1A	0 13	Popular	0 12
No. 1B	0 12	Keen	0 10

Above lines subject to trade discount for quality.

WAX

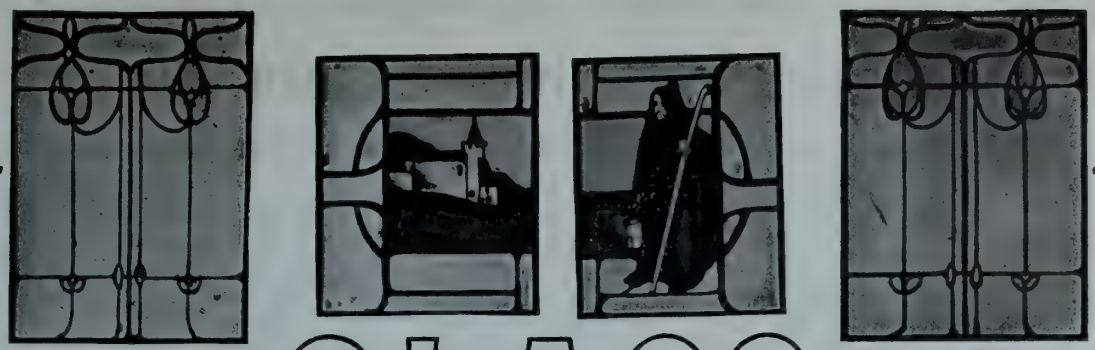
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING
Gilders, bolted, in bbls. 3 25
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal
In five gallons	$3 15
Methylated Spirits	1 90-2 55

F.o.b. Montreal Toronto London



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

6-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS — WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

CATALOGUES AND PRICE LISTS FREE ON APPLICATION — WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

S RED

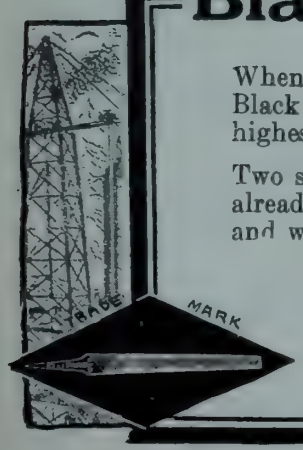
Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.



Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.80; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	33 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.

Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.

Farriers Clip Horn, 30c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16.....$6 00		18/16.....$12 00	
4.....	5 00	19.....	14 00
5.....	5 00	20.....	14 00
6.....	5 00	21.....	16 00
7.....	5 00	22.....	16 00
8.....	5 00	23.....	18 00
9.....	6 00	24.....	18 00
10.....	6 00	25.....	21 00
11.....	7 00	26.....	21 00
12.....	7 00	27.....	24 00
13.....	8 25	28.....	24 00
14.....	8 25	29.....	27 00
15.....	9 50	30.....	27 00
16.....	9 50	31.....	30 00
17.....12 00		32.....	30 00

Discounts from standard list prices.

Irwin ....40% on list

Gilmour .....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $7.30 base. Round and square over 2 in., up to and including 3 in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.80 base. Rounds over 3 in. to 6 in., $7.30 base.

base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.50 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double" list is just twice the

BOARD, BEAVER

Per M ft.

1,000 ft. to 5,000 ft.....$56 50

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	5 50
20 oz.	7 00

CHAIN

Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.

B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.

Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power—No. 0, $14.03; No. 1, $14.03; No. 2, $15.30; No. 3, $16.58; No. 4, $21.68.

Hand—No. 0, $11.48; No. 1, $11.48; No. 2, $12.75; No. 3, $14.03; No. 4, $16.58.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE

Each

Stewart, No. 1 .....$10 88

Hand, Newmarket 3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE

Doz.

50 foot $4 50

100 foot 8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ..... $0 90 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank...	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.88; 10 in., $8.55; 12 in., $9.90; 15 in., $13.95.

Conductor pipe, 2 in., per 100 ft., $9.45; 3 in., $11.48; 4 in., $15.63; 5 in., $20.35.

ENAMELWARE

See Wares.

FILES

Globe .....Discount	50%
Nicholson Gen.....Discount	20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under ...	45%

FRY PANS

	Each
Cast iron, No. 8.....	$1 05
No. 9.....	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.....	$18 60	$24 75
26 to 40-in.....	20 30	24 75
41 to 50 in.....	21 85	25 00
51 to 60-in.....	22 85	28 75
61 to 70-in.....	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN

	Doz
Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 8	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face

	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.....	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.

Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.

Screw and Strap—6-in., $4.80; 8-in., $4.80; 10-in., $6.40 ;12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HORSESHOES

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

	Per 100 ft 3-ply	Multiped
½ in.	$13 50	$21 00
⅝ in.	15 50	.....
¾ in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$13 80
28 Am. or 26 Eng.	13 45
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 85

IRONS, SAD

Common Sad Iron, 6 and over, 16½c per lb; 4 and 5 lbs., 21c per lb.

Mrs. Potts' No. 55, set.....	$2 90
Mrs. Potts' No. 50, set.....	3 05

Mrs. Potts' common sad iron handles, $2.78 dozen. Mrs. Potts' improved, $3.75 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's $17 50	
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz
102	$2 63
103	2 75
104	3 15
Barn Door	
5	3 45
8	3 90
9	5 65

LEAD PIPE, $13.86.

LEAD WASTE, $14.76.

WHITE LEAD

Decorators' pure, 100-lb. tins, $19.35.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell .....$	9 00
New Century	16 30
Canadian	9 00

MATTOCKS

Pick, $15.25; cutter, $15.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt .... ..$		12 00	$12 75
Empress		14 25	15 00
Daisy		8 75	9 50
Star		7 40	7 85
K—3-blade	7 25	7 60	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.65 base; Winnipeg, $7.35. Cut, f.o.b. Winnipeg, $8.15.

NAILS, HORSE, 25-lb. Box

	MRM	Cape-well	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

NETTING—POULTRY

1 in. mesh x 24 in.....	$6 60
30 in.....	8 25
36 in.....	10 00

"Save the surface and you save all" *Paint & Varnish*

Stephens'

REGISTERED TRADE MARK



Celebrated Wa-Ko-Ver Stain

Wa-Ko-Ver beautifies all woodwork and literally wears like iron. Wherever there are worn floors and scratched woodwork you can safely recommend Wa-Ko-Ver Stain to restore its freshness. This reliable, trustworthy stain has long since won the confidence of consumers. It gives full value in service and creates consumer-satisfaction in the goods and confidence in the store that sells it.

This established reputation makes Wa-Ko-Ver Stain a pleasure to sell. A good display in your windows or on your counter reminds the housewife and keeps it moving.

If You're Not Handling This Line Write Us

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS
Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$18 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 63½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED
(1 gallon can basis)

	Per gal.
Stephens' white	$5 20
Stephens' colors	4 95
Stephens' floor	4 35
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	5 20
Lion colors	4 95
H.D. floor	4 20
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's White	5 05
Do., colors	4 80
Dultone, White	4 00
Do., colors	3 90

PAPER, BUILDING

Dry Fibre, No. 1	$1 65
Sunrise	1 50
Anchor, tarred	1 85
O.K. tarred	1 85
Tarred Felt	6 75

PICKS, CLAY
5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Per 100 ft. Blk.	Buttweld, Blk.	Steel Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 32
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 10
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl. $6 00

PLATES, CANADA
18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $13.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 85
No. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON
No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS
Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 20
25-lb. irons, per cwt.	8 80
1½-lb. tins	0 16

RIVETS AND BURRS
Iron rivets, 20%; copper, No. 8, 64c; No. 10, 69c; No. 12, 74c.

ROPE
British Manila—9-16 in., ¼ in., 5-16 in., 29¼c; ⅜ in., 28¾c; 7-16 in., ½ in., 9-16 in., 28¼c; ⅝ in., 27¾c; ¾ and larger, 27¼c.
Pure Manila — ¼ in. 5-16 in., 36¼c; ⅜ in., 35¾c; 7-16 in., ½ in., 35¼c; ⅝ in., 34¾c; ¾ and larger, 34¼c.
Sisal—¼ in., 5-16 in., 25¾c; ⅜ in., 25¼c; 7-16 in., ½ in., 9-16 in., 24¾c; ⅝ in., 24¼c; ¾ and larger, 23¾c.
Lath yarn, 23¾c.
Lath yarn, 24¼c.
Cotton Rope—3-16 in., 70c; ¼ in. and up, 69c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 62	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.
Set Screws, 15%.

SCYTHES—	Doz.
Bramble	$
Bush	20 50
Excelsior	
Cast	20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET
See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	148 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT
Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, $6.90, Fort William, $7.60 Winnipeg; galvanized staples, $6.55 Fort William, Winnipeg.

STEEL
Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $7.30 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.55 base. Round and square, over 2 in. and including 3 in., flat over ¼ and up to 6 in. wide, $6.80 base; round over 3 in. to 6 in., $7.30 base. Band steel, $6.55 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 65% list.

TIES. Cow.

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H. & N.	Jump
No. 0	$2 40	$	$
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE
See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 60
Cotton, 3-ply, balls	0 62
Cotton, 4-ply, cones	0 68
Cotton, 4-ply, balls	0 70

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—
Scotch Grey Graniteware.
Colonial Imperial, Pearl, list plus 2½% advance.
Premier, Canada, Diamond, plus 40%
Whitewear, 22½% off.
Japanned Ware, list, plus 45%
Japanned Ware, white, list plus 57½%
Japanned Sprinklers, list plus 45%.
Stamped Ware, plain, 20-10-2½% discount.
Stamped Ware, retinned, 15-5-5%
Pieced Tinware, ordinary, list plus 90%
Pieced Tinware, copper bottoms, list plus 105%
Sheetiron Ware, list plus 72½%.
Light Galvanized Pails, plus 72½%
Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$22 50	$23 00
¼ in.	19 80	20 30
5/16 in.	18 60	19 10
⅜ in.	17 25	17 75
7/16 in.	16 20	16 70
½ in.	15 60	16 10
9/16 in.	15 45	15 95
⅝ in.	15 30	15 80
¾ in.	15 15	15 65
⅞ in.	15 00	15 50
1 in.	15 00	15 50
1⅛ in.	15 00	15 50
1¼ in.	15 30	15 80
1⅜ in.	15 30	15 80

WASTE

Cream, polishing	60 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB
Lyman, 4-point, $6.35 Winnipeg; Glidden Cattle, 2-pt., $6.15 Winnipeg; Baker, 2-pt., $6.05 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No 12, $7.05.
Patented screen in 100-ft. rolls $3.56 per 100 sq. ft.; in 50-foot rolls, $3.50 per 100 sq. ft.

WIRE — PLAIN
Bale ties, 14-gauge, single loop, $8.65 Winnipeg, $8.00 Fort William.
Brass snare wire, per lb., 90c.

WIRE — ANNEALED
No. 9, $7.70; No. 10, $7.75; No 12, $7.90; No. 14, $8.20; No. 15, $8.45; No. 16, $8.90 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	
12 inch	
15 inch	
18 inch	

WRENCHES—PIPE
Trimo—27½% off list.
Stillson—20% off list.

Always Ready	Dozen— Black	N. P.
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES	Doz
Universal	$49 50
New Eze	82 50
Regent	75 00

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The Largest Wholesale Hardware Dealers in Canada

Suggestions For Christmas Trade

Your stocks for Christmas trade should contain this handsome line of silverware. This line, chosen for its quality and wearing powers, will bring you satisfied customers as well as supplying gifts of distinction.



No. 37



No. 75

Gifts That Delight

Carvers in cases, dessert knives and forks, berry spoons, etc., make worthwhile gifts—gifts that give all year service and are a lasting remembrance of the one who gave them.

The two cases herewith illustrated show the style and attractiveness of this ever popular line.

No. 75—Wood case, lined silk and velvet, containing twelve dessert knives and twelve dessert forks, with pearl handles and silver-plated blades and mountings.

No. 37—Three-piece set in imitation morocco leather case, velvet and satin lined, fancy round celluloid handled knife, fork and steel, with fancy bolsters and caps; knife has 9-inch curved blade.

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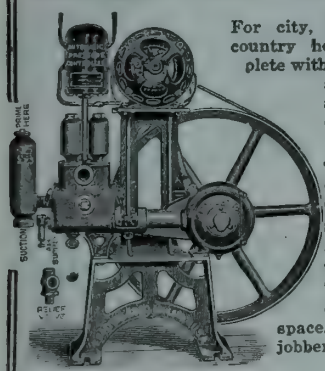
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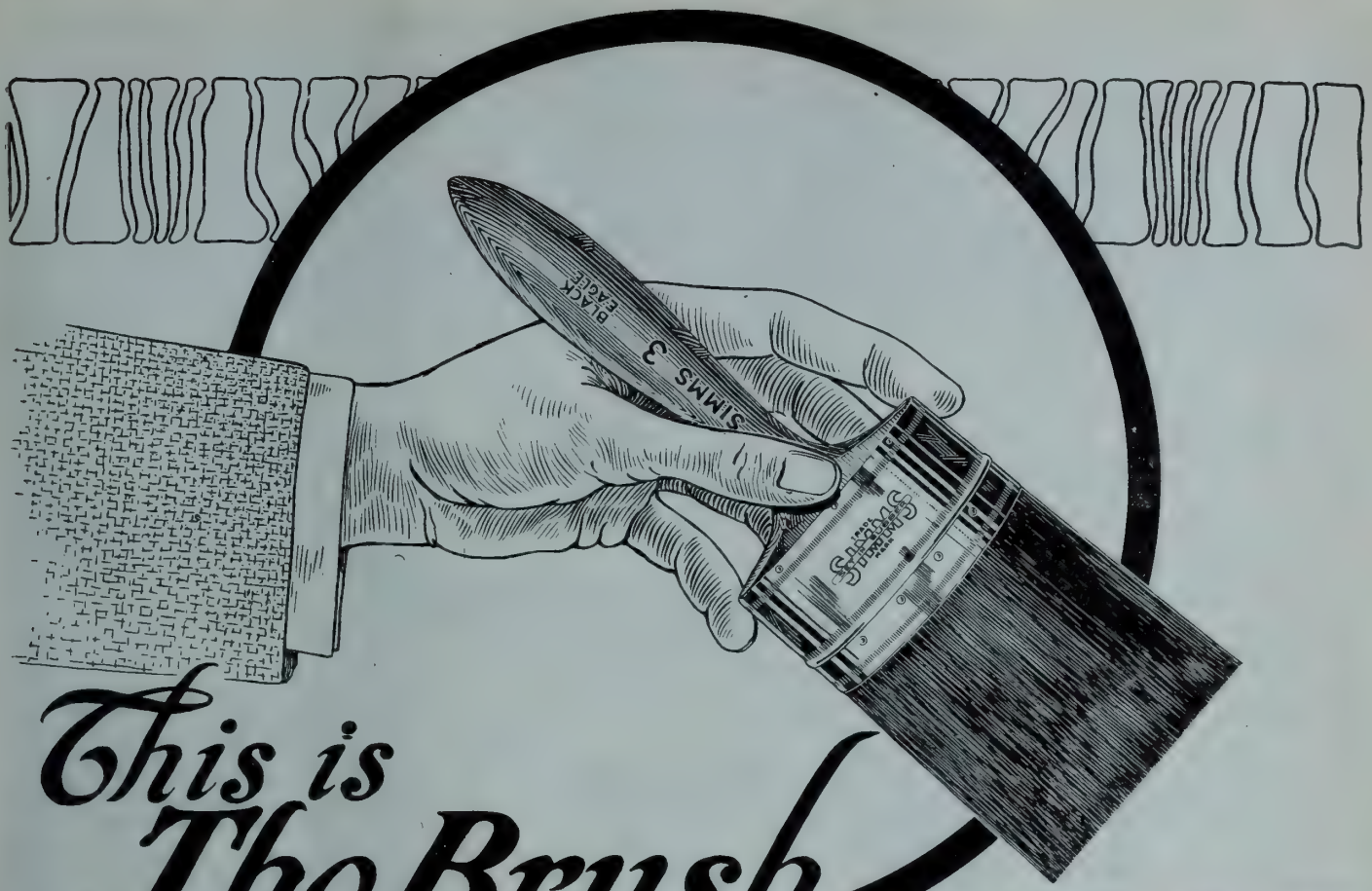
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Spielman Agencies, Montreal.

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The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

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Millers Falls Company, Millers Falls, Mass.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

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Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Bronze Castings
The Toronto Lock Mfg. Co., Toronto.

Brooms
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Business Machines
The International Business Machines, Ltd., Toronto.

Buttons, Electric Push
The Toronto Lock Mfg. Co., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto Lock Mfg. Co., Toronto

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.
Soren Bros. Co., Ltd., Toronto.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.
The Toronto Lock Mfg. Co., Toronto.

Castings, Grey Iron
The Canadian Stoves Limited, Grimsby, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd. Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Ward & Payne, Sheffield, Eng.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.

Chucks, Tap
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

Churns, Glass
The Dazey Churn & Mfg. Co., St. Louis, Mo.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Chicago Flexible Shaft Co., Chicago, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The Hamilton, Ont.

Concrete Reinforcing Twisted Squares
Burlington Steel Co., Ltd., Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Wheeler & Bain, Toronto.

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Smart's Jack Screws





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Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry, Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont

Crank Shafts
J. H. Williams & Co., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Soren Bros. Co., Ltd., Toronto.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Display Racks and Stands
Cameron & Co., Toronto.

Disinfectants
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bells
The Toronto Lock Mfg. Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Toronto Lock Mfg. Co., Toronto

Door Hangers
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Door Strip
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
The Sheffield Twist Drill & Steel Co., Ltd., Sheffield, England.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont.
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Grinders
Western Hardware Mfg. Co., Milwaukee, Wis.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bullock Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Casement, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
The Toronto Lock Mfg. Co., Toronto.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

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Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
The Canadian Stoves Limited, Grimsby, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Soren Bros. Co., Ltd., Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gasoline Tanks and Pumps
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Granite Ware
Sheet Metal Products, Ltd., Toronto.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
Que.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Door
The Toronto Lock Mfg. Co., Toronto.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Greenfield Tap and Die Corp.

Hangers, Barn Door
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hangers, Door
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Slater & Barnard, Ltd., Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

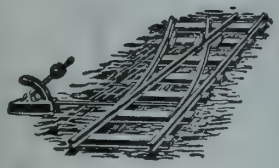
Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone Mich
The Peck, Stow & Wilcox Co., Southington, Conn.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

G R

MINISTRY OF MUNITIONS





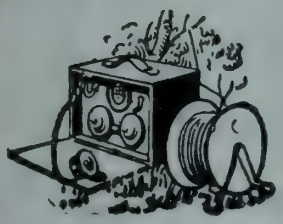
THE DISPOSAL BOARD
HAVE

STOCKS

LYING IN THE UNITED KINGDOM
and
AVAILABLE FOR EXPORT
of
ENGINEERING STORES





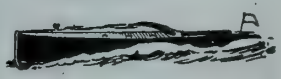






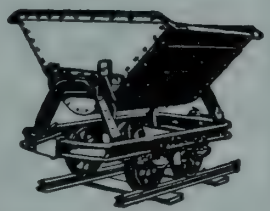
- Ferrous and Non-Ferrous Metals
- Plant and Machinery
- Steam Engines and Boilers
- Factory Stores
- Machine Tools
- Railway Material
- Electrical Instruments and Machinery
- Medical Stores
- Chemical and Explosives
- Agricultural Machinery
- Aircraft
- Furniture
- Textiles and Clothing
- Boots and Leather Equipment
- Motor Boats, etc., etc.

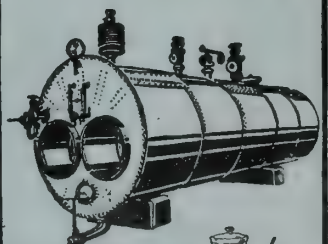








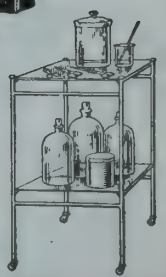






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Caxton House, Tothill St., London, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Headlights, Auto
Northern Electric Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Heaters, Gas. Water
The Canadian Stoves Limited, Grimsby, Ont.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Northern Electric Co., Limited, Montreal, Que.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Applinances
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Household Pails
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.
Soren Bros. Co., Ltd., Toronto.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Ironing Boards
The Stratford Mfg. Co., Stratford, Ont.

Iron for Stayboits
London Rolling Mill Co., Ltd., The, London, Ont.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.
Soren Bros. Co., Ltd., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canada Cutlery Co., Limited, Kingston, Ont.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Wiebusch & Hilger, New York.
Wood Vallance Ltd. Winnipeg, Man.
Marples & Co., Sheffield, England
T. E. Rowbotham & Son, Sheffield, England.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Knockers, Door
The Toronto Lock Mfg. Co., Toronto.

Ladders, Step, Extension, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
The Coleman Lamp Co., Limited, Toronto.
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Lathe Dogs, Drop-forged
J. H. Williams & Co., St. Catharines, Ont.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Seats
The Stratford Mfg. Co., Stratford, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Swings
The Stratford Mfg. Co., Stratford, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

Levels
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
J. H. Williams & Co., St. Catharines, Ont.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
E. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Barrett Roofings, Cements Industrial Paints etc.

The Wise Dealer Looks Ahead

HE wants to make profits, of course, but he must make friends of his customers—he must win and hold their confidence by selling them reliable goods at fair prices.

That's why wise dealers like to sell Barrett products. Our sixty years' successful manufacturing experience insures the absolute reliability of every article bearing the Barrett label.

The Popular Fly Oil

CREONOID



Lice Destroyer, Cow Spray

Creonoid is a wonderfully effective destroyer of flies, lice and other vermin, and a fast seller in every farm community.

When the worry caused by flies and other insects is removed by Creonoid, horses do more work, hogs fatten more quickly, cows give more milk, and hens lay more eggs. That means bigger farm profits.

The farm where Creonoid is used is healthier, too. For Creonoid kills the malarial mosquito and other germ carrying insects. It also not only kills flies but is an effective way to prevent their breeding.

We Help You Sell It

Our advertising plans for 1921 include many farm paper and newspaper advertisements featuring this remarkable Barrett product. We are making customers for Creonoid right in your territory. If you order now you will be prepared to make the profit on this demand.

Creonoid comes all ready for use in 5 and 10 gallon cans, half barrels and barrels. It is easy to apply and cheap enough to use freely. Full directions accompany each can.



Spraying hen house with Creonoid

MONTREAL TORONTO WINNIPEG VANCOUVER The Barrett Company LIMITED ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N. S.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metal Cutting Saws
Clemson Bros., Inc., Hamilton, Ont.

Metal Saws, Power
Clemson Bros., Inc., Hamilton, Ont.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Milling Cutters
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
The Montreal Rolling Mills Co., Montreal, Que.
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.
Sheet Metal Products, Ltd., Toronto.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
Atlas Iron, Wire & General Metal Works, Toronto.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm J Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull Que.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.
Soren Bros. Co., Ltd., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.
Savage Arms Corpn., Utica, N.Y.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Chamberlain Desolvo Co., Toronto.

PARTRIDGE TIRES

We are the Distributors of Partridge Tires to the Trade

Every motorist knows that Partridge Tires are as "Game as their Name." Game to stand up under the wear and tear of our rough winter roads. No selling effort needed here; the tires sell themselves. Write for our terms to the trade.

Vulcanizing Department
We Serve the Trade

Our tire and vulcanizing department is always at your service. Your work will be in the hands of experts. Satisfaction guaranteed. Moderate prices allow you a profit. Prepay your tires to us next time you need repair work or vulcanizing done.



Things You Will Need For Winter Trade

A dealer should KNOW that the goods he sells will give his customers perfect satisfaction. Beware of unbranded goods. If the product is worth while, it is worthy of the maker's name. All our accessories have been carefully selected by us as the highest grade possible. Our 58 years' reputation for square dealing with the Hardware and Harness Trades, backs everything we sell.

Mittens and Driving Gloves, Blankets, Sleigh Bells, Robes (Wool and Plush), Straps and Snaps, Team Harness, Surcingles, Sweat Pads, Curry Combs.

Our Recommendation Is Your Guarantee

Samuel Trees & Co.
LIMITED

Manufacturers, Jobbers, Distributors

ESTABLISHED 1862

NAILS

WIRE

BALE TIES

STRAIGHTENED RODS

THE GRAHAM NAIL WORKS
Operated by the CANADA METAL CO., Ltd.

TORONTO

TRADE MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.
Established 1879

82 McGill Street Montreal, Canada

THE BUYERS' GUIDE

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Posts, Fence, Steel
Burlington Steel Co., Ltd., Hamilton, Ont.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pruning Shears
The Peck, Stow & Wilcox Co., Southington, Conn.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Push and Pull Plates
The Toronto Lock Mfg. Co., Toronto.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Westco Pumps Ltd., Toronto.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gine-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiators, Auto
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
AutoStrop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
C. C. Craig Co., Winnipeg.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros. Co., Ltd., Toronto.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., St. Catharines, Ont.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Roofing, Ready
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, On.

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Safety Razors
AutoStrop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saws, Metal Cutting
Clemson Bros., Inc., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skreen Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

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may be solid silver without the "sterling" stamp, the accepted "Hall Mark" of quality.

But you don't know.

A Bank might be honest and efficient without Government inspection.

But you don't know.

A business concern may be absolutely responsible without a commercial rating.

But you don't know.

A publication may have the circulation it claims without verification by the Audit Bureau of Circulations.

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The circulation of Hardware and Metal is verified by the A.B.C. Hardware and Metal is the only hardware publication in Canada that will supply an A.B.C. Audit.

THE BUYERS' GUIDE

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines, Electric and Motors
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shop Barrels
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Souris, Man.

Sickles
Wiebusch & Hilger, Ltd., New York, N.Y.

Sifters, Ash
The Burrowes Mfg. Co., Toronto, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Soren Bros. Co., Ltd., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Soldersil
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Spice Tubs
E. B. Eddy Co., Ltd, Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
The Crescent Co., Meriden, Conn.
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Crescent Co., Meriden, Conn.
The Peck, Stow & Wilcox Co., Southington, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Canadian Potato Machinery Co., Ltd., Galt, Ont.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement, all Shapes
Burlington Products Limited, Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Stools
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Stones, Sharpening
The Western Hardware Mfg. Co., Milwaukee, Wis.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian General Electric Co., Ltd., Toronto, Ont.
Canadian Westinghouse Co., Limited
National Electric Heating Co., Ltd., Toronto, Ont.
The Northern Electric Co., Limited, Montreal, Que.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Strops, Razor
C. C. Craig Co., Winnipeg.
Dingley Bros., Export, Limited, Lindsay Bldg., Montreal, Que.

Stroppers, Automatic Razor
C. C. Craig Co., Winnipeg.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Syphons
The Anthes Foundry Co., Limited, Winnipeg, Man.

Tacks
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

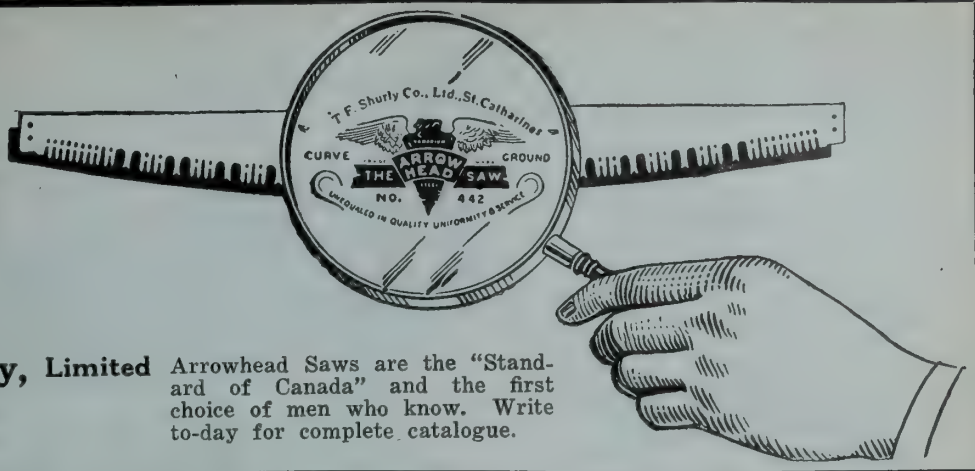
Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

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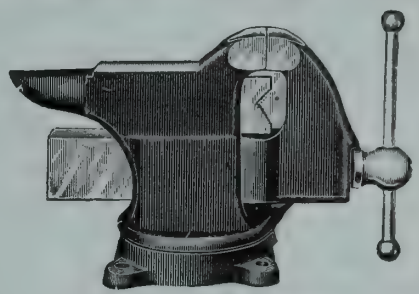
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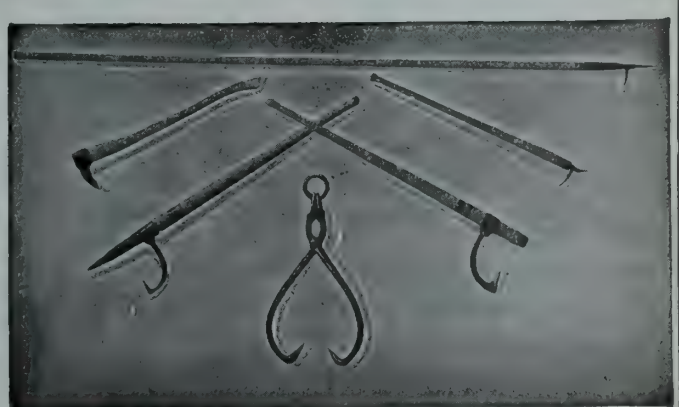
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The L. S. Starrett Company, Athol, Mass.

Tarpaulin
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tarred Welts
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Timers for Ford Cars
The Franco-British Supply Co., Winnipeg, Man.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
Henry Disston & Sons, Limited, Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube Co., Woodstock.

Tumbler Holders
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.

Twines,
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders & Engineers, Ltd., Manchester England.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Vulcanizers
The Adamson Mfg. Co., Hamilton, Ont.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
J. H. Connor & Son, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont.

Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

MAPLE LEAF HAND SAWS

are the Canadian Standard



No. 1914
The newest in up-to-date saws. Combines keen cutting qualities with improved features.

Unbreakable Handle

Our saws are made on a high standard basis that wins satisfactory sales for the dealer.

You can sell Maple Leaf Hand Saws in full confidence that "worth while" prestige for your store will be the logical result.

Shurly-Dietrich Co.
LIMITED
GALT - CANADA

Increasing Consumption of Your Product Through Dealers' Influence on Customers

When your reputation is thoroughly stablished, when the value of your organization is fully appreciated by the trade, when your product and its use are fully understood, when distribution seems ideal, the day has come to skillfully direct your continuous advertising on increased consumption of your product through the dealers' influence on customers and sales.

A weekly message through Hardware and Metal—where the whole hardware trade of Canada seeks its business news—will supply the dealer and his clerks with the selling points of your product, the sales plans you have evolved, and furnish the means and inspiration for increasing consumption of your product to your pleasure and profit

UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

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LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

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WORKS: LACHINE CANAL, MONTREAL

Manufacturers of

BAR IRON and STEEL: Rounds, Squares and Flats

Also Twisted Steel Bars for Reinforcing

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THE BUYERS' GUIDE

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Canadian Supply Co., Ltd., Saskatoon, Sask.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
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Dennis Wire & Iron Works Co., Ltd., London, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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The Brett Mfg. Co., Winnipeg, Man.

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E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

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Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

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Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
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J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

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Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
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Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
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Spielmann Agencies, Montreal.

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Canadian Tube & Iron Co., Ltd., Montreal.
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Zinc, Bar
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3 Popular Sizes

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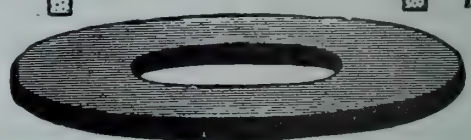
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WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

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Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

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Milwaukee, Wis.

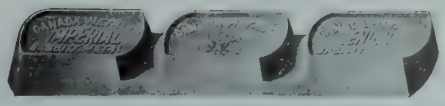
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Made for extra heavy duty, such as Main Bearings on Turbine Generators, Calender Rolls in Pulp Mills, is specially adapted for Marine Engines.



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For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

Suitable For Slow-Moving Bearings

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Made in Sweden from the finest Swedish Steel. Every Razor sent out by the Swedish Steel Forging Co., bears the trade mark "SSA." It carries a guarantee that the quality and workmanship stand for all that is best and select in the highest class Razors

Write for Prices to-day.

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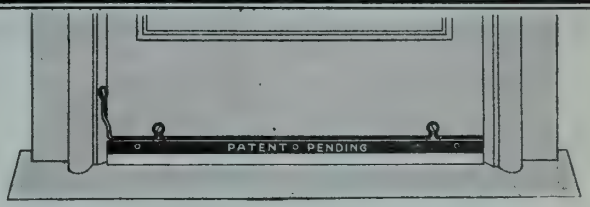
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The Automatic Door Strip

A rubber attachment made in lengths to fit any door; works automatically; no friction; cannot wear out; no draughts; saves coal and time. Easily adjusted; satisfaction guaranteed. Write to-day.

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25 years' reputation



Dwarf size for self-shavers.

Large size for barbers.

No. 14 pattern

"Mab" Razors are known throughout the world and recognized by all as the acme of perfection, made from the finest Sheffield steel. Every razor guaranteed perfect. Mab pocket cutlery is also made from the same steel.

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Go on With a Twist



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Displays That Make Sales

A Mendets display case stood upon your counter will make your cash register bulge. Displayed where customers can readily see them, they sell themselves—impressing the customers with their money and utensil-saving qualities.

Mendets are used in the home for mending pots, pans, rubber goods, etc. Have given satisfaction to thousands of purchasers. Order a display stand from your jobber to-day.

Collette Mfg. Company

Collingwood, Ontario

Your Jobber has them

CORPORATE MARK

"THE GUARANTEE OF QUALITY"

FINE HOLLOW-GROUND

"BEEHIVE" BRAND

RAZORS

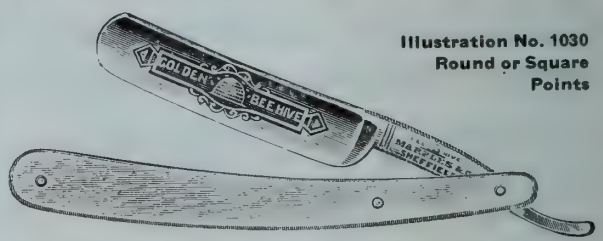


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"BEEHIVE" Pocket Knives, Scissors, Stainless Table Cutlery, and Cased Goods are the same high quality.

MARPLES & CO.

Beehive Works **SHEFFIELD**

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CARTER'S GENUINE DRY RED LEAD

A highly oxidized and very finely ground Red Lead. Always pure, always uniform and very economical. An ideal protective paint for metal work, railway and marine work, steam pipes, etc.

You can safely recommend this and the other Carter Products — Genuine Orange Lead, Genuine Dry White Lead and Litharge. The Carter name guarantees the quality.

The Carter White Lead Company of Canada Limited, 91 Delorimier Ave., Montreal

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PACKERS' CANS

Open-Top Sanitary Cans and Standard Packer Cans

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Ball Bearing Butts

When buildings of this calibre are equipped with Ball Bearing Butts, it is good reason why architects and builders have real confidence in products of this organization.

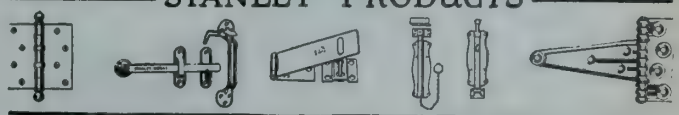
Did you get a copy of our Ball Bearing Butt catalog R111?

If not, we will gladly send one.

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A. MacFARLANE & CO. - Coristine Bldg., Montreal

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The Stanley Works-New Britain, Conn., New York, Chicago.

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OUR PRIDE IS IN PROMPT SERVICE

We can supply you with EVEREADY Batteries, Cases and Bulbs at very short notice, but it will help us if you order early.

Our Catalogue is Yours for the Asking.

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THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



Saves Slitting Paper and Cloth

Saves Time and Material

Carbalox Convenient Rolls hold a leading place in cutting ability. This wonderfully hard mineral is extensively used for Polished Bearings and Boxes in Metals, Aluminum, Brass, Copper and Steel Work. It aids in reducing cost of production. The workman with a convenient roll at hand need waste neither time nor material in his efforts to produce the best results.

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For Solidifying Sales and Preventing Lost Accounts

For solidifying sales, and preventing lost accounts by keeping the trade "lined up," a weekly message to the whole Canadian hardware trade through Hardware & Metal will prove productive and profitable.



H.R.S & Co.
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Henry Rogers, Sons & Co., Ltd.

Estab'd. 114 Years
SHEFFIELD AND WOLVERHAMPTON ENGLAND

Representatives: Harry F. Moulden & Son, Winnipeg



BIG PROFITS

FOR THE RETAIL HARDWARE STORE

SELLING

Tents and Camp Equipment

WE ARE WHOLESALE MANUFACTURERS—TRY US

WOODS MANUFACTURING CO., LIMITED

OTTAWA

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Dependable Protection for Pedestrians and Car Owners

Weed Tire Chains

It seems unfair that a few careless owners and drivers who do not use Weed Tire Chains should imperil pedestrians and others who use this reasonable precaution to prevent skidding accidents.

When an automobile skids on a crowded thoroughfare it is more of a danger to other vehicles and persons than to itself and its occupants.

There is nothing so maddening or so nerve racking as to have another motorist skid into you imperiling the lives of your passengers and smashing your car, especially when you know *it could have been prevented* by the use of Weed Tire Chains.

Some of the larger cities are greatly agitated over the skidding menace and committees have been formed *to draft stringent ordinances* for the protection of pedestrians and road users.

It is high time that careful, sane motorists adopt some means to protect themselves and pedestrians and prevent the awful loss of life and property caused by skidding.

The courts should not regard skidding as an unavoidable accident when Weed Tire Chains, *the proven device for preventing it,* are so easily available and at so reasonable a price.

See that you do not lay *yourself* open to severe criticism. Always put on *your* Weed Tire Chains when the roads are slippery and uncertain.



MR. DEALER: Write us for advertising material, also for names and addresses of nearest jobbers stocking Weed Tire Chains

DOMINION CHAIN COMPANY, Limited

Niagara Falls, Ontario, Canada

We manufacture a complete line of welded and weldless chains—all types, sizes and finishes — and every link will hold for the purpose intended.



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Millions Have Bought It
—*millions more need it!*

Millions of SHALER 5-Minute Vulcanizers have been sold to motorists.

Millions of other motorists are being induced, through our large advertising campaign, to want the SHALER 5-Minute Vulcanizer.

The dealers who sell it make the profits.

Dealers predict larger sales of SHALER 5-Minute Vulcanizers for the future than during the past. Larger repeat-sales—and profits for dealers—must follow.

SHALER 5-MINUTE VULCANIZER

Every sale of a SHALER 5-Minute Vulcanizer is *not* one sale and one profit alone—it means that more sales will follow from the same customer, because he needs to buy the Patch-and-Heat Units regularly for use with the SHALER.

This repeat business comes to you—and brings you regular profits—in addition to your profits from selling the SHALER Vulcanizer—and without any effort on your part.

Get Your Share of This Big Business—Order from Your Jobber Today!

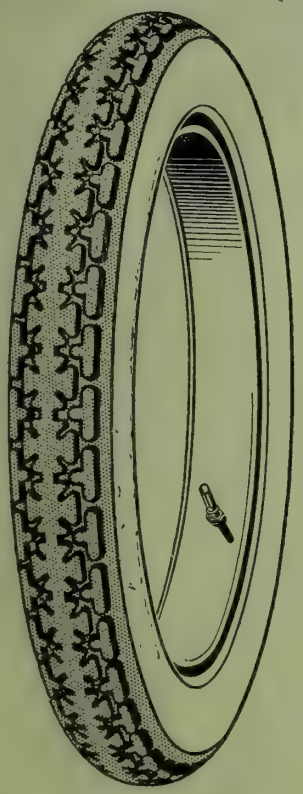
Keep a good stock of SHALER 5-Minute Vulcanizers and SHALER Patch-and-Heat Units. Display them prominently in your windows and on your counters, so that motorists know you sell them. Our advertising will bring customers to your store—the SHALER sells itself. Order from your jobber today or write us at once for full information and catalog of the complete SHALER Line.

C. A. SHALER CO. **1512 Fourth Street** **Waupun, Wis.**

Oldest and Largest Manufacturers of Vulcanizers in the World.

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"CROSS TREAD"

"Gutta Percha" Tires sell easily. The dealer who has carried them knows why, and he'll find them his "best sellers" in 1921. "Gutta Percha" Tires continue to give good service when poorer tires are but a disagreeable memory. Coast to coast advertising keeps them favorably in the buying public's eye, and that's another reason why they sell easily. Mr. Dealer, it means luck for you to carry "Gutta Percha" Tires in 1921.

"Gutta Percha" Inner Tubes

are made up to the highest standard. Pure para rubber is the basic material and, for life and strength, there are none to surpass them. We keep a line of high-grade rubber accessories, such as

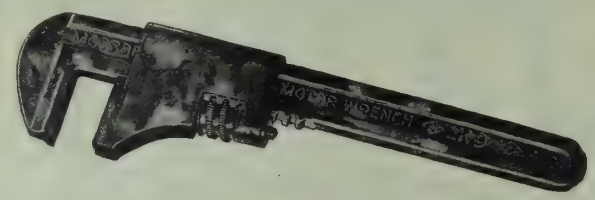
Ajax Patches **Interliners** **Blowout Patches**
Running Board Mats **Pedal Rubbers**
Radiator Hose

"Go as far as you like on 'Gutta Percha' Tires"

Gutta Percha & Rubber, Ltd.

Head Offices and Factory: TORONTO **Branches in Leading Canadian Cities**

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K-9 Adjustable Wrench

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

A Business-Building Line

THE dealer who sells Mossberg Tools not only makes a good profit—he gets a quick turnover on his stock and builds up his trade through satisfied customers.

The completeness of the Mossberg line makes the possibility of a sale greater. There is a wrench or tool for every purpose.

The garage man, the motorist, the expert mechanic, each with his individual requirements, may find the right wrench among your Mossberg stock.

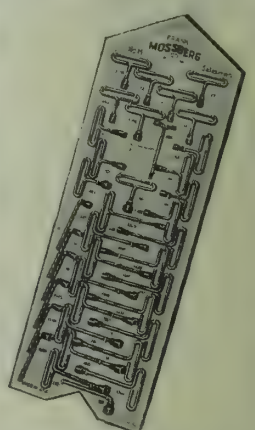
The Mossberg reputation for strength and service helps you to make your sales—it builds your business.

Write for complete 1920 catalog.

WALTER I. TUTTLE, *President and General Manager.*
FRANK T. CHASE, *Treasurer and Sales Manager.*
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"600" Board, Assortment of Necessities for Fords



"H" Board of Mossberg Indestructible All Steel Socket Wrenches

FRANK MOSSBERG COMPANY

WRENCHSMITHS FOR 20 YEARS

ATTLEBORO, MASSACHUSETTS

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AHM System

Something About Tire Performance From The Inside

The Human Element in tire making is more important than machinery—fully as important as good materials.

Facts we were convinced of and prepared for before we fabricated a single Ames Holden Tire or Tube.

So we secured the "men who know how," the machinery to put that "how" into Ames Holden Tires—and set out to build, with very high ideals of what good tires and tubes should be, and the full intent to make them.

Now our confidence in our products—justified by performance—permits us to give you and your customers a most sweeping guarantee.

A guarantee that has no time or mileage limit—that protects your customers absolutely against any and every defect in material or workmanship, during the whole life of an Ames Holden Tire—and permits us to adjust on that basis in the fullest and fairest way.

We Are Putting Some New Ideas Into The Tire Business—To Your Advantage

Can we tell you about our dealer policy that considers you very largely? Drop us a card.

AMES-HOLDEN TIRES

CORD AND FABRIC TIRES
MADE IN ALL STANDARD SIZES

MANUFACTURED BY

AMES HOLDEN McCREADY LIMITED

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Winnipeg Regina Saskatoon Edmonton Calgary Vancouver

Our Guarantee has no Time or Mileage Limits

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International Service

Combined Buying



means increased profits. You save time and trouble by combining orders to us for all your requirements. We feature duplicate parts for popular cars such as Ford and Chevrolet. You can depend on us for shop equipment of power and hand tools. To attempt purchasing these lines from different factories, means extra expense in time and money. We can supply you with everything for motor cars and trucks, and can make quick, complete shipments from stock.

Established in 1896, the B-R Co. service is based on 24 years' experience.

Tools and Hardware, Garage Equipment, Bicycles and Tires, Cycle Supplies.

Write for Prices, Terms and Catalog. Special Proposition to Jobbers.

The Beckley-Ralston Co.

Chicago, U.S.A.

Branches—New York, San Francisco, Detroit, Pittsburgh and Kansas City. Cable Address—"Beckley." Codes—A.B.C. 5th Edition and Western Union.



Have You Had Trouble With Your Tires?

MOST tire troubles can be traced to either too little or too much air pressure. Keep the pressure at the exact point recommended by the tire-maker and your tires will give less trouble and more mileage—to say nothing of greater riding ease. The Schrader Universal Tire Pressure gauge enables you to test the pressure easily and quickly anywhere, anytime. It is one of the indispensables for every motorist.

Price $1.75 anywhere in Canada.

Made in Canada by

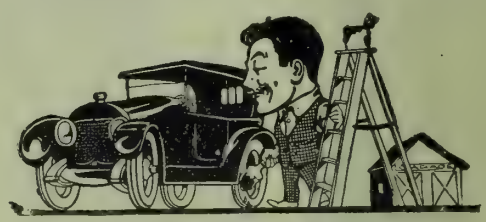
A. Schrader's Son, Inc.

334 East King Street, Toronto

London, Eng., New York, Chicago

SCHRADER UNIVERSAL TIRE PRESSURE GAUGE

It's Easy BEATS-ALL Way



Supply your trade with either

BEATS-ALL Liquid or Powder RADIATOR CEMENT

Two Sizes—Liquid 50c. and 75c.—Powder 35c. and 50c.



Why resort to a soldering iron?—Use BEATS-ALL.

It is safe and dependable. When left in radiator acts as a preventive for new leaks.

Guaranteed to repair leaks quickly and permanently.

Dealers—write to-day for our remarkable proposition. It will pay you.

Auto Specialties Mfg. Co.

FORT ERIE, CAN.

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Northland Ski Mfg. Co.
St. Paul, Minn.



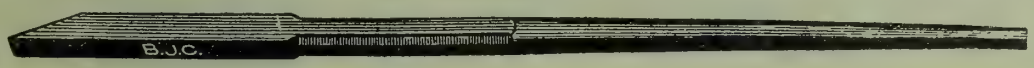
SELL NORTHLAND SKIS

Let Your Sales Make a Record Jump—These famous World record-making Skis sell quickly, pay you liberal profits and make satisfied customers. Stock up now.

We can ship promptly

Write for New Catalog

CROWBARS



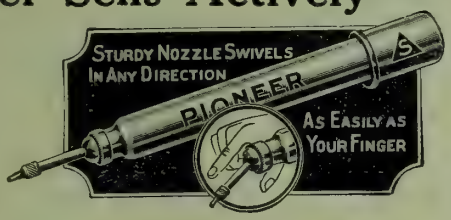
No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

Pioneer Sells Actively

The Most Easily Handled Gun—It's Lubricating Convenience!



Those "hard-to-get-at" places of the car are easily reached with Pioneer's patented ball-joint nozzle.

The joint collar unscrews for heavy grease; combination tip for light oil or grease.

Sturdy construction—seamless steel tubing, double cowhide washer, easy-gripping handle. Brass plated. Length 15 inches.

STEVENS & COMPANY CORP.
375 Broadway
New York

Its Handiness SELLS IT



The Imperial Folding Steel Auto Chair is built of best steel of oval section, finished in rich black japan; seat and back upholstered in black waterproof art leather.

This comfortable, strong chair is a boon where space is at a premium, folds to less space than any other chair — yet perfectly convenient. Adult size seat 16" high. Children's size seat 12" high.

Imperial Bit & Snap COMPANY
RACINE - WISCONSIN

Cannon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.



THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.

Manufactured only by
THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.
Victoria, B.C.	Sydney, N.S.
St. John's, Nfld.	

Reputation gained by long years of vigorous, conscientious and successful work.

John A. Thompson General Manager Western Canada
TORONTO

SE-MENT-OL
(the original)



The radiator repairer that's guaranteed for the life of the car. Liquid or Powder—75c per can. One 75c can Powder repairs 12-gallon cooling system; one 75c can Liquid repairs 6-gallon cooling system. One can is enough for even the largest car. Ask your jobber.

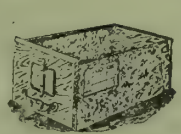
Made by
NORWESCO, Marietta, Ohio

SEE PAGE 118 OF THIS ISSUE
IT WILL INTEREST YOU

The Standard Spark Plug of the World

AC

Champion Ignition Company, FLINT, *Michigan*



Cameron Metal Drawers
LONGER WEAR, BETTER SERVICE
Write us for Prices and Particulars of Cameron Wall Cases and Fixtures.
Cameron & Co.
74 Logan Avenue Toronto, Ont.

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Reed's Patent Plastic Asphalt Roof Cement



repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough, leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

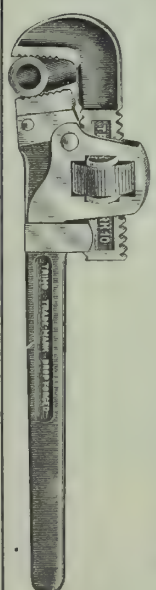
For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & Co., LIMITED
37 St. Antoine Street
MONTREAL

TRIMO

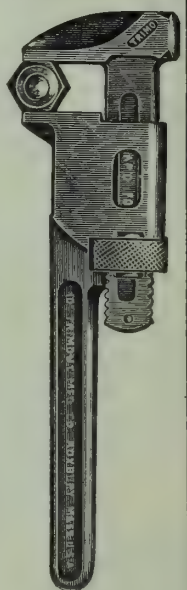
THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

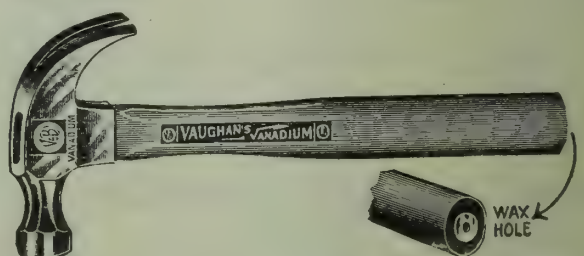


Pipe Wrench Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

Vaughan's Vanadium Supersteel Hammers

This Hammer is a quality tool. Vanadium, a purifier of steel, gives it a life far beyond the ordinary hammer's. Based on laboratory requirements. Head and claw separately treated, tempered and tested. Uniform quality distinguishes all Vaughan's Vanadium Supersteel tools.



No. 41, 20 oz.; 41½, 16 oz.; 42, 13 oz.; 42½, 10 oz.

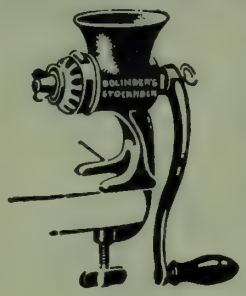
All genuine Vaughan's Vanadium Supersteel Hammers bear our name and are sold under our Brand.

Vaughan & Bushnell Mfg. Co.
For Fifty Years Makers of Fine Tools.
2114 Carroll Ave. CHICAGO
Represented by ALEXANDER GIBB, 3 St. Nicholas Bldg., Montreal

If interested tear out this page and place with letters to be answered.

BOLINDER'S

FOOD CHOPPING and MINCING MACHINES



THE "BOLINDER" FOOD CHOPPERS

Adjustable for chopping meat—coarse, medium or fine. Can be used to the same advantage for mincing fruit, vegetables, eggs, cheese, etc. Ahead of every other make on account of their many-sidedness.

Food Choppers made in 4 sizes.

The "BOLINDER" Mincing Machines

Are of the very highest standard. All surfaces are smooth to prevent the accumulation of dirt and to facilitate cleaning. **Made in 9 sizes**

Both machines are constructed on the American system and all parts standardized to interchange with other machines of the same type.

The **Cutters** are of case-hardened Swedish steel, specially tempered and practically blunt-proof. The **Tinning** is extra heavily coated by expert workmanship with purest tin.

Exclusive selling rights granted to dealers where we are not actively represented.

For catalogues, prices and terms please write.



J. & C. G. BOLINDERS MEK. VERKST. A. B., STOCKHOLM, SWEDEN

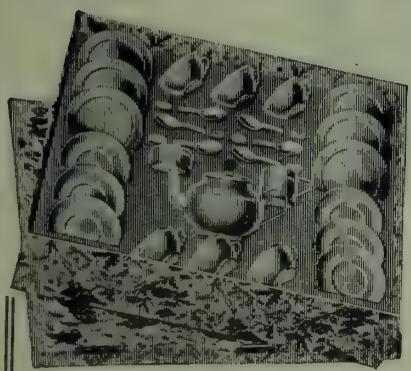


Foot Valves

These efficient valves have unusually large openings, thus assuring maximum service in priming your centrifugal pumps

Hamilton Motor Works, Limited
HAMILTON, CANADA





We have the largest and most complete line of Aluminum Ware in Canada. Your order will be carefully filled, and goods shipped promptly. Sort up for your Christmas and Winter trade.

VIKO

165 Tea Set

Aluminum Cooking Utensils and Specialties

Our line of Aluminum Tea Sets is making sales for dealers everywhere. The set is very popular with children and their parents, and when these serviceable sets are displayed in the window the kiddies sell them for you. The prices are lower than similar sets in enamelware and compare favorably with china.
Durable and serviceable.

Catalogue and Price List on Request

Aluminum Specialty Company OF CANADA
60 John St. - - Toronto



Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

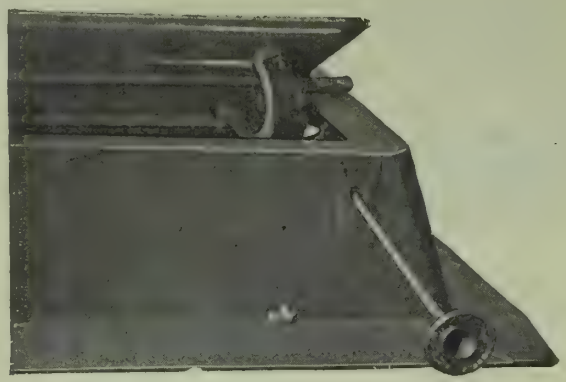
There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO

If interested tear out this page and place with letters to be answered.



QUALITY *SERVICE*

THE BON LIMITED — CHANDELIERS — OUR LIGHTS SHINE EVERYWHERE — MANTELS - GRATES & TILES

Barton-Netting Co.
LIMITED
9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

"Hercules" Sash Cord

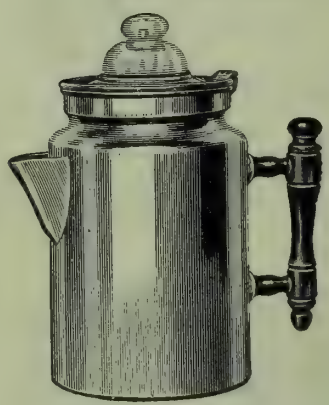
The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

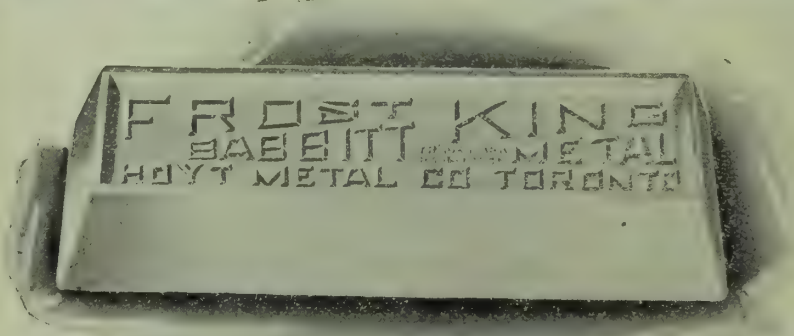
"VIKO" Aluminum Products

SELLING POINTS



Stamped from pure aluminum, durable and light in weight, attractively designed, will not tarnish, free from poisonous compounds, rust-proof and sanitary. Rounded corners, easily cleaned, economical, fuel saving, no plating to chip, heat readily and evenly, and will not burn or scorch foods, no joints to give trouble, handles of tinned steel, hinges nickelled steel. Write for more details.

Hurtubise Limited
Successors to
North American Hardware Supply Limited
222 Notre Dame Street West
MONTREAL CANADA



Hoyt Metals Make Sales

The Hoyt Metal Company has the largest mixed metal business in the world. The service and attention we give, together with the perfection of our alloys, is the reason. If it's quality and satisfaction you are looking for you will find these in the Hoyt line.

HOYT METAL CO.
MONTREAL TORONTO WINNIPEG

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OUR TRAVELLERS will soon call on you with

NEW SAMPLES—NEW PRICES

5/T **HORSE BLANKETS-ROBES** 5/T

FOR SEASON 1921

Manufacturers of

J. J. Turner & Sons, Limited Tents, Tarpaulins, Horse Covers, Flags, etc. **Peterboro, Ont.**

MADE IN CANADA

Blacksmiths'
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

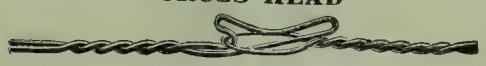
Bale Ties
NAILS WIRE

Laidlaw
In World-Wide Use

SINGLE LOOP



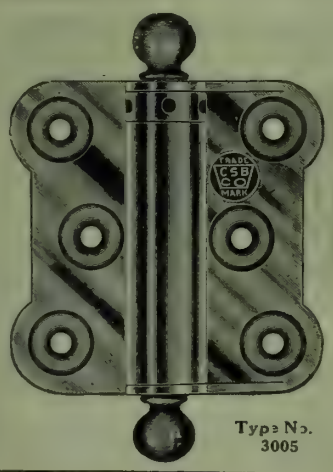
CROSS HEAD



The Laidlaw Bale-Tie Co.
Limited
Hamilton - - Canada

AGENCIES:

Norman Jessiman, Vancouver, B.C.
A. T. Diggins, Toronto, Ont.
Harry F. Moulden & Son, Winnipeg, Man.
H. E. O. Bull, Montreal, Quebec
M. Bryan, 24 Aldgate, London, England



Type No. 3005

TRADE **CHICAGO** MARK

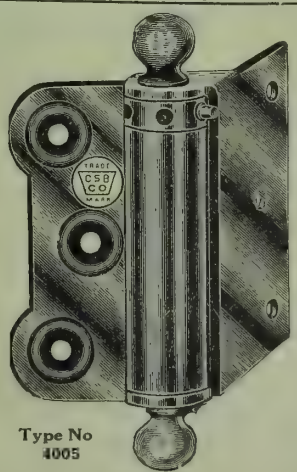
SPRING HINGES

The "Type No. 3005" Screen Door Spring Hinge is also made Half Mortise (Type No. 4005).

All types of Chicago Spring Hinges are made by specialists for just one purpose—to hang and swing doors correctly. Good reason for selling them. Order *now*.

TRADE CSB CO MARK

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue 36



Type No 4005

If interested tear out this page and place with letters to be answered.

OUR COLORED GRADES
1B, 1A, 7, 1, 5



OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto



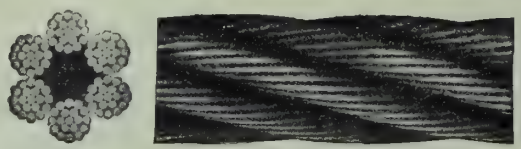
Satisfying to Use or to Sell

Every sale of this B. & C. Improved Adjustable "S" Wrench makes a new friend and future customer for you. It satisfies the customer and brings him for other wrenches of this sales-making line. Easily adjustable by the thumb of the hand that holds it. Carefully hardened and tempered.

Guaranteed. B. & C. Quality sells it. Write for prices.

BEMIS & CALL HARDWARE & TOOL CO.
SPRINGFIELD, MASS., U.S.A.

WIRE ROPE AND FITTINGS



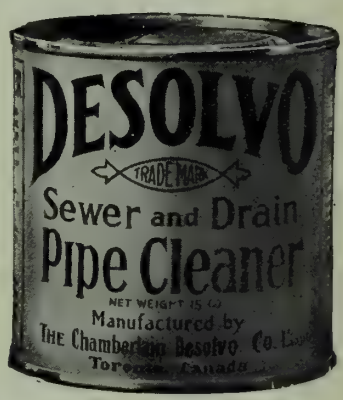
OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON



DESOLVO
For Profit

A handy, popular sewer and drain-pipe cleaner, sold as soon as the housewives see it, and with good profit for the dealer!

THE CHAMBERLAIN DESOLVO COMPANY
110 Church St., Toronto

Eastern Canada Representatives: Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.

Ontario Representative: L. F. Mayne, 99 Quebec St., Toronto.

Made in Scotland.



Used the world over.

ESTD. 1855

MORRISCA BRAND
Silkworm Gut Products and General
FISHING TACKLE

Write for Export Terms to—

MORRIS CARSWELL & CO., LTD.
118, HOWARD STREET, GLASGOW, SCOTLAND.
And at MURCIA, SPAIN

Why the Head Engineer Stands by
"Maple Leaf" Belting

Sells Easily

Engineers everywhere have the utmost confidence in "Maple Leaf" Belting. It stands by them. It is reliable and dependable and can be trusted to fulfil its mission. That is why engineers use "Maple Leaf," and dealers find good profits and repeat orders.



The Dominion Belting Co *Limited*
Hamilton Canada

G. W. METALS
are superior

Manufacturers of the famous

XXXX NICKEL SPECIAL No. 1 R.R.
BABBITT METALS
SOLDERS PIG and CALKING LEAD

Made in Canada

Write or Wire Your Enquiries

Great Western Smelting & Refining Co.
Vancouver, B. C.

Wm. M. Gordon & Co., Winnipeg, Man.

A. G. Low Co., Saskatoon, Sask.

Hamilton Gas Mantles

Hamilton Gas and Gasoline Mantles

A fast selling line with talking-points that close sales. Satisfaction to the customer and new business to the dealer.

At all Good Jobbers.

The Hamilton Gas Mantle Company, Limited

Head Office and Factory
Toronto Hamilton, Canada Montreal

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OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East. Winnipeg

Sankey & Mason, 839 Beatty Street Vancouver.

IMPERIAL SOLDERING PASTE

IMPERIAL RESIN CORE SOLDER

DEMAND FROM YOUR JOBBER

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

We Carry a Complete Stock of Thomas Goldsworthy & Sons

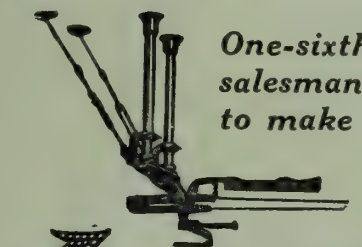
"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

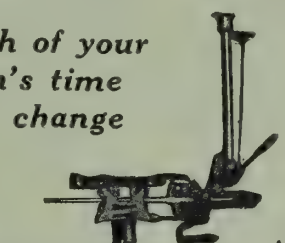
Prices on Application ***Immediate Shipment***

JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL



One-sixth of your salesman's time to make change



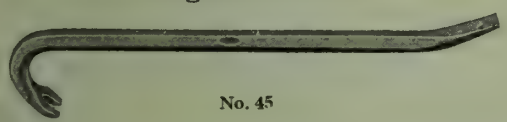
It is estimated that it takes one-sixth of a salesman's time to make change under ordinary conditions. This means the time of one salesman in a staff of six. Eliminate the running and five salesmen can do the duties of six.

Our Cash Carriers will accomplish this for you, and at a greatly reduced cost with more efficiency. There also would be two persons in every transaction, viz., the salesman and cashier—each checking the other—and your money will be in the custody of one person, and in your office, where it properly belongs. Had you thought of it in this way? Our leaflet explains it fully.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

Carpenters' Bars

Lengths 12 to 36"



No. 45

The demand for this kind of tool is amazing. It is not limited to the craft but is used in every home.

THE WARREN TOOL & FORGE COMPANY

234 Griswold St. Warren, Ohio, U.S.A.

PLUMBS **SAND'S** **LEVELS**



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:

CAMPBELL AGENCIES, 23 Richmond Bldg.
TORONTO, ONT.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

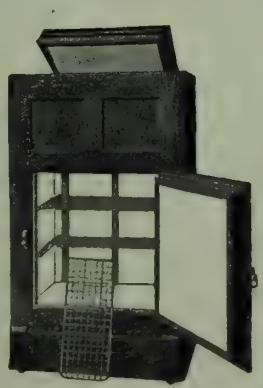
IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY



PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS

RELIABLE GOODS AND PROMPT SERVICE

WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.

PARIS, ONTARIO

If interested tear out this page and place with letters to be answered.

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED — SALESMAN, WHO CAN SPEAK French, to travel in Quebec and the Maritime Provinces, one acquainted with the hardware business and who has had service overseas, preferred. Apply, stating age and experience, to the Nicholson File Co., Port Hope, Ont.

WANTED — EXPERIENCED HARDWARE man for Ontario store; capable of taking charge. Salary to right man $140 month. Must be able to supply references. Box 113, Hardware & Metal, Toronto.

WANTED—FOR MONTREAL, YOUNG HARDwareman with five or more years' experience in hardware business. Do not apply unless you are a good business correspondent. Must be young man of good appearance and thoroughly reliable. This position offers a splendid future to the right man. Apply giving complete details as to experience, qualifications and salary. Box 88, Hardware and Metal.

WE WANT A REAL PAINT SALESMAN; must be capable of securing new agencies for our Products among Hardware Dealers of Western Canada. Box 101, Hardware & Metal, Toronto.

WANTED—GOOD TINSMITH TO TAKE OVER my tinshop. Rent free. Tools free until spring. Geo. W. Nelson, Harriston, Ont.

WANTED — TRAVELLING SALESMAN IN Canada. Excellent side line, attractive proposition, yields good monthly return selling to hardware and housefurnishing jobbers, large retail stores, 5-10c syndicates and large departmental stores. Write stating knowledge of trade. Box 92, Hardware and Metal.

FOR SALE

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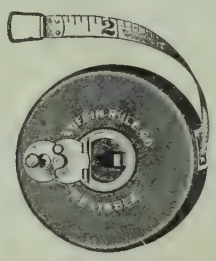
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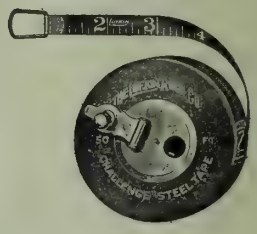
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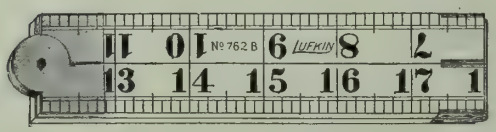


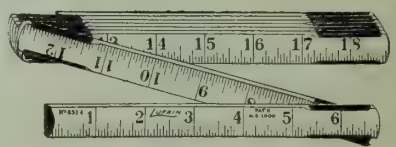
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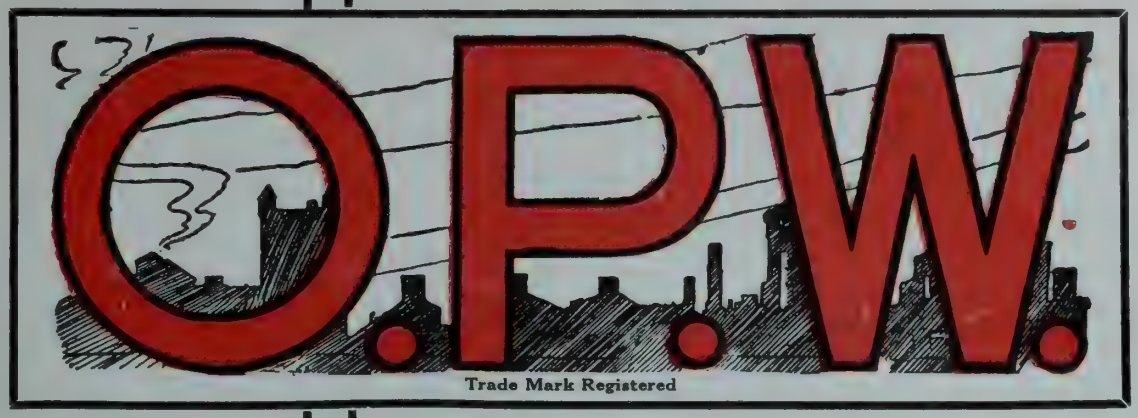
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It brings in "dough."
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In generous ways
And makes all dates red-letter days.

"Save the surface and you save all" Paint & Varnish

"Paints and Varnishes for Every Purpose"

O. P. W.
Makes Christmas Cheer

In homes all over the Dominion O. P. W. will be playing its part in creating happy times at Christmas. It will be used for brightening up homes. O. P. W. paint and varnish on interior trim and floors will be shining a welcome to Christmas guests.

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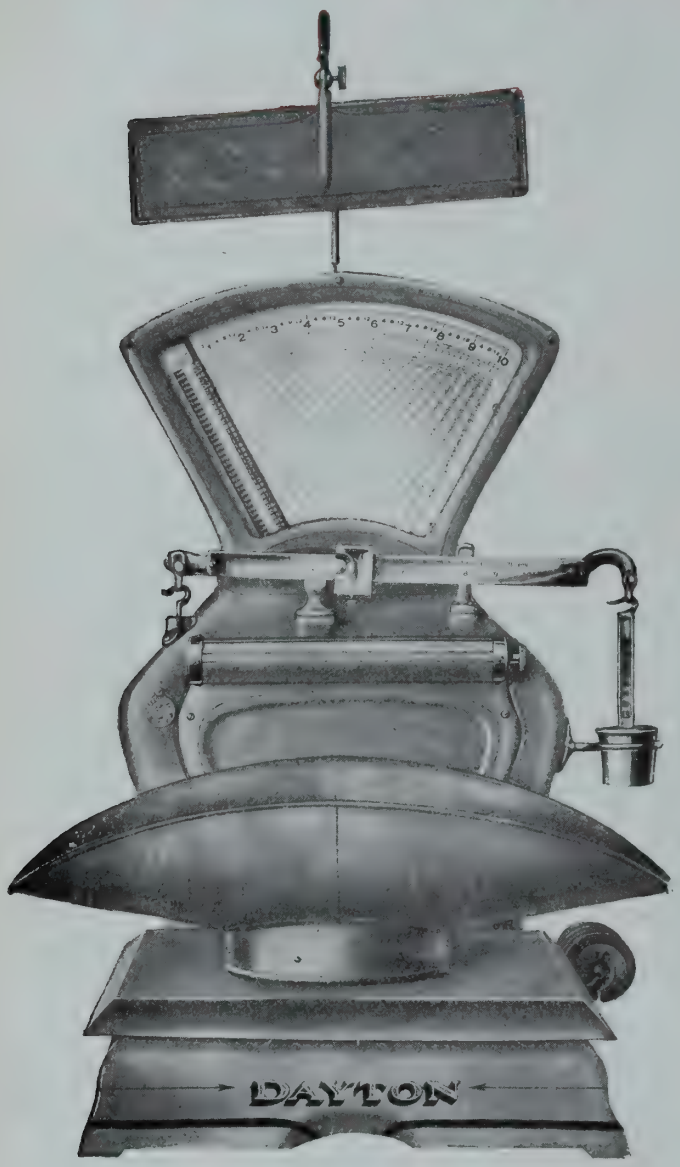
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Hardware and Metal

Vol. XXXII. No. 51 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA DECEMBER 18, 1920

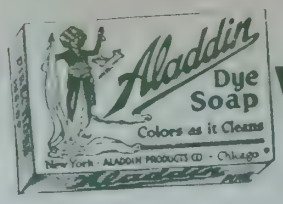
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100% PURE PAINT & VARNISHES

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The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
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"Save the surface and you save all" - Paint & Varnish



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Channell Chemical Co., Limited
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We Extend to You

Our Best Wishes

for

A Merry Christmas

H. S. HOWLAND, SONS & CO. LIMITED

WHOLESALE HARDWARE

TORONTO

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Those who look at it may ask — "Where is its value? Is it in the design, the silver overlay, the metal beneath, the wearing quality — or in the combination of all?"

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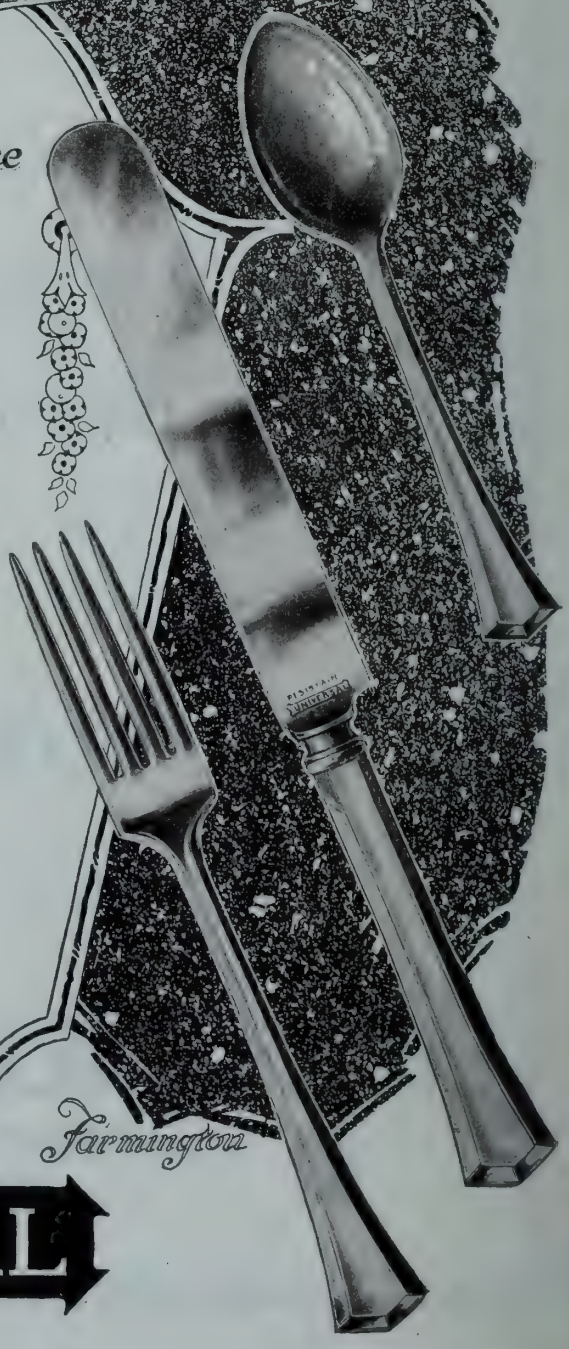
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Guaranteed for Fifty Years of Satisfactory Service

When you recommend Universal Service as possessing enduring worth you stand firmly on the vantage ground of Truth.

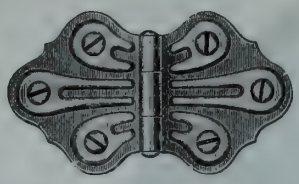
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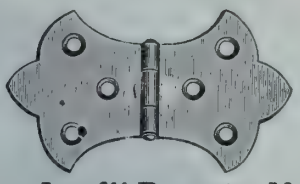


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"Butterfly" Pattern No. 1431



"Clover Leaf" Pattern No. 1490





THE HATCH GARAGE DOOR OUTFIT



Things That Sell Every Day

These few articles, selected at random from the extensive lines of the Canada Steel Goods Company, Limited, are merely suggestions of "things you sell every day."

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Canada Steel Goods Co., Limited

Hamilton - - Canada

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A Plier With a Reputation



IF you have never sold a Pexto No. 30 Star Rivet Box Joint Plier, you have missed the satisfaction of selling a Plier with a reputation.

The No. 30 Pexto Star Rivet Box Joint Plier is constructed to stand up under exacting service. It is forged from special alloy steel. The cutters meet accurately, and will remain true through constant use, due to the fact that the box joint construction overcomes the possibility of loosening in the body or joint resulting from cutting or side twist strain, which trouble is common with other than Box Joint Construction.

Besides being an exceptionally well made plier it contains a number of features which especially appeal to linemen and mechanics.

The "hang" and balance are perfect and the plier fits the hand.

There is a rectangular opening opposite the cutters which linemen use as a wrench for turning lag bolts and the file jaws have unusual holding power.

The No. 30 Star Rivet Box Joint Plier is but one of a large line of pliers, a line so extensive and varied that it covers the requirements of all trades as well as the needs of the farm, home or garage.

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A booklet of 32 pages illustrating and describing our line of pliers is ready for distribution. May we send you a supply?
If you have not received a copy of our new Catalog No. 20, which describes and illustrates our entire line of Mechanics' Tools and Builders' Hardware, send for it at once. It is instructive and interesting.

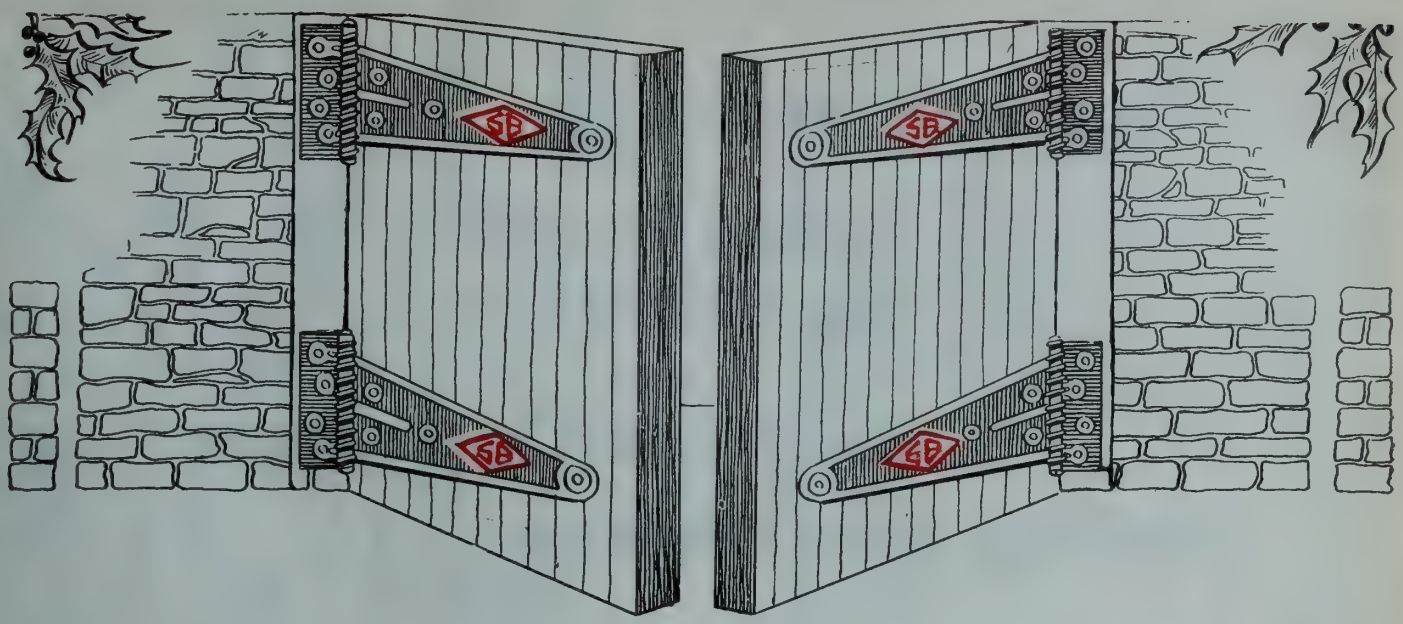
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PEXTO

Worth While Tools

THE PECK, STOW & WILCOX CO.
Southington, Connecticut, U.S.A.

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As the Door of the New Year Swings Open

May Good Fortune Health, Happiness and Prosperity enter your abode and remain your guest throughout the year.

Slater & Barnard, Limited

HAMILTON, CANADA



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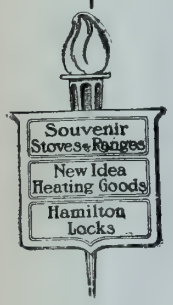
You Will Make

Quick Sales—
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and
Satisfied Customers—
Selling Our Goods

Furthermore—If you are the right man, we will appoint you our exclusive agent in your town.

Here's your chance to tie up with an old-established firm whose line is already well established with the public and who has built up a large business by means of making honest goods always.

We want one hardware dealer in every town and city in Canada to represent us in the sale of our "Souvenir" line of stoves and ranges, and tinsmiths to handle "Souvenir" and "New Idea" Warm Air Furnaces.



If you are interested, write us at once for particulars of our exclusive agency proposition. You will find it mighty interesting and will be delighted when you hear of the way in which we propose to back our agents up.

"SOUVENIR" STOVES and RANGES
"SOUVENIR" and "NEW IDEA" Warm Air FURNACES

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER, WINNIPEG, MONTREAL

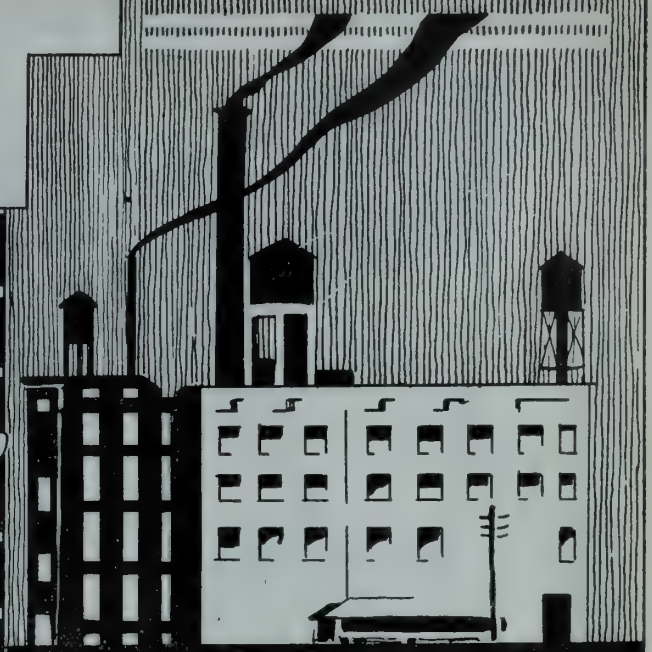
"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Agents for Builders' Hardware
HARRY C. MOULDEN & SON, Confederation Life Bldg., Winnipeg
Stove Furnace Branch, F. C. MOORE, 134½ Higgins Ave., Winnipeg
W. G. CHESTER, Hamilton St., Vancouver

If interested tear out this page and place with letters to be answered.

WILT

HIGH SPEED AND CARBON TWIST DRILLS, REAMERS AND MILLING CUTTERS



"Where there's a WILT—there's the Way."



Satisfaction Creates Confidence

Wilt Tools are made from selected and scientifically tested raw materials, and skilled workmen in a modern factory equipped with up-to-date machinery. Wilt quality creates satisfaction, satisfaction creates confidence. Confidence creates sales, and sales build your business. Think it over.

Have you seen the special Wilt Reamers for Ford cars? There is none better.



TRADE WILT MARK

Wilt Twist Drill Company of Canada, Limited

WALKERVILLE - - - ONTARIO

estern Representative: W. Bruce Campbell, 307 Confederation Life Building, Winnipeg

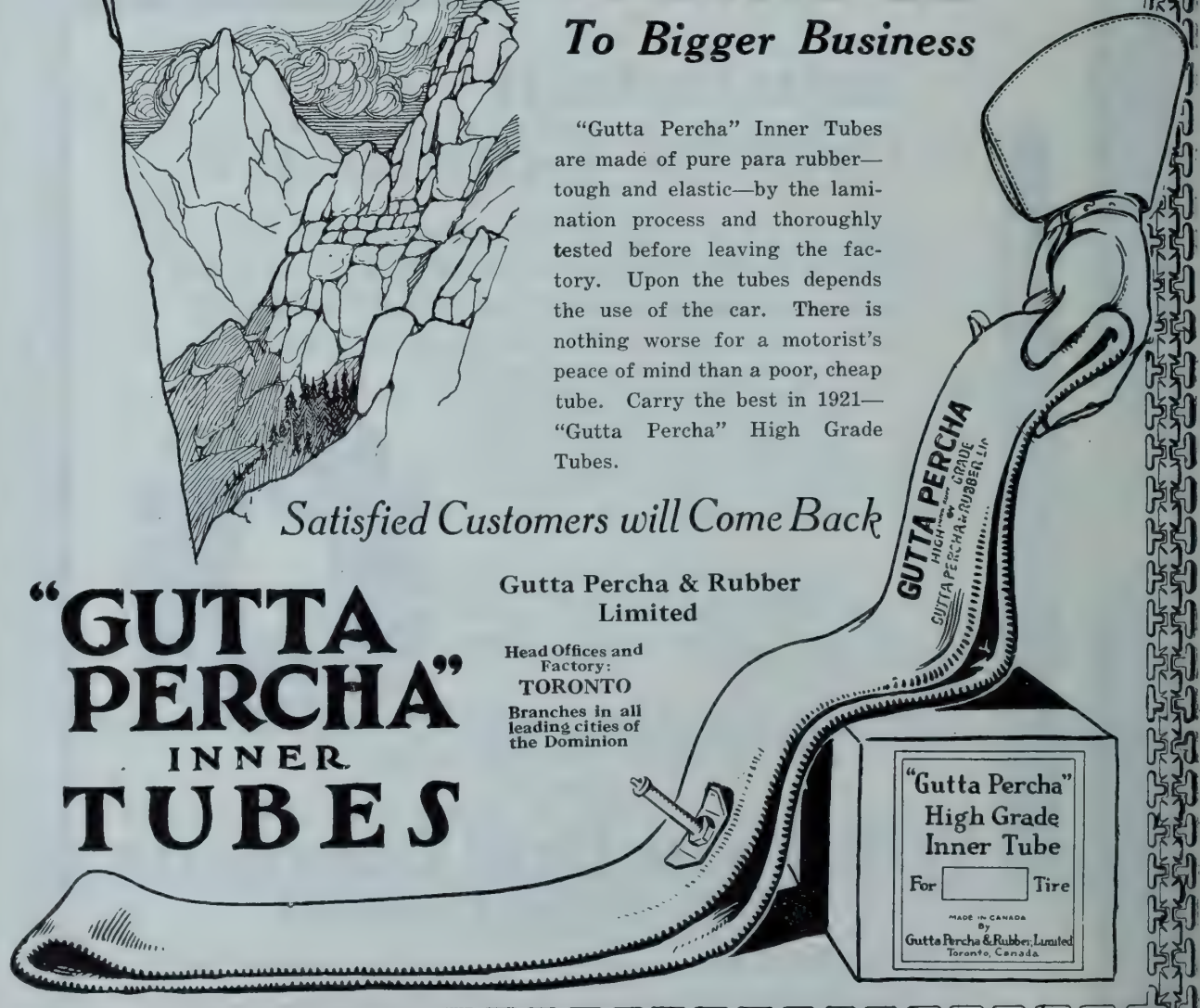


A BRIDGE

To Bigger Business

"Gutta Percha" Inner Tubes are made of pure para rubber—tough and elastic—by the lamination process and thoroughly tested before leaving the factory. Upon the tubes depends the use of the car. There is nothing worse for a motorist's peace of mind than a poor, cheap tube. Carry the best in 1921—"Gutta Percha" High Grade Tubes.

Satisfied Customers will Come Back



"GUTTA PERCHA" INNER TUBES

Gutta Percha & Rubber Limited

Head Offices and Factory:
TORONTO

Branches in all leading cities of the Dominion

If interested tear out this page and place with letters to be answered.

Artistic Knockers



No. 50
Size over all, 7 inches
Cast Brass

Others Are:

No. 16
Size over all, 6 ins. A beautiful knocker of long, graceful lines on perpendicular design.

No. 20
Size over all, 6 ins. A knocker of beauty and dignity designed on a circular motive with flattened effect.

No. 21
Same as No. 20, but with square bevelled back plate.

No. 18.
Size over all, 5½ ins.; a pleasing design based on the plan of curves and rounded surfaces. Graduated so that the weight of design is at the lower part of the ring.

The Season's Greetings

To all our friends in the Canadian hardware trade. We remind you of the cheerful belief that Opportunity knocks more than once. A door to prosperous business will open to your knock with Toronto Lock knockers. We wish you every success in 1921.

Makers of Builders' and Cabinet Hardware
Also Special Hardware

SEND US YOUR ENQUIRIES

WRITE FOR CATALOGUE A.

Toronto Lock Manufacturing Co.

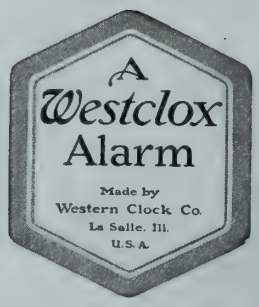
Paterson Place

Toronto Canada

TO-LO-CO

REGISTERED TRADE MARK

If interested tear out this page and place with letters to be answered.



You can't train a clerk in a day, can you?

NO. It takes some time until he gets into the swing of things—until he knows how to handle customers the way you want him to.

Like every other successful merchant you are deeply interested in having back of your counter the kind of sales persons who will take the very best care of your trade.

It's much the same in training clockmakers—particularly clockmakers who are to observe the exacting standards of workmanship required in making Westclox alarms.

Please bear this in mind when you find you can't get quite as many of our clocks as you'd like to have—as many as you know you could easily sell.

The real reason why Westclox are so easy to sell, you know, is because we take the pains we do in making them. Your customers wouldn't want an inferior clock; you wouldn't want to sell one and we refuse to make one.

We're doing the best we can to supply the demand. But it's got to be Quality First, all the time.

Western Clock Co., Ltd., makers of Westclox
Peterborough, Ontario

If interested tear out this page and place with letters to be answered.

Westinghouse



Electric Ranges Are Profitable Merchandise

People are interested in electric cooking and the appliance dealer who carries the best line of ranges has the greatest possibilities of big and rapid turnovers.

The experience of thousands of women with Westinghouse Electric Ranges proves that bigger business is in the future.

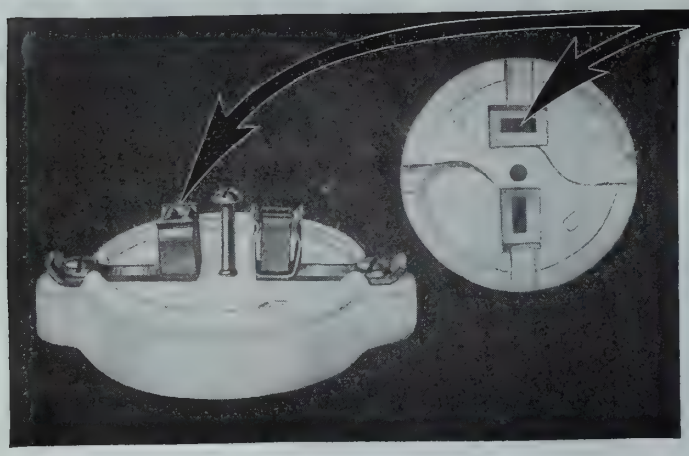
Get lined up now and be the dealer in your town to enjoy prosperity through Westinghouse Electric products.

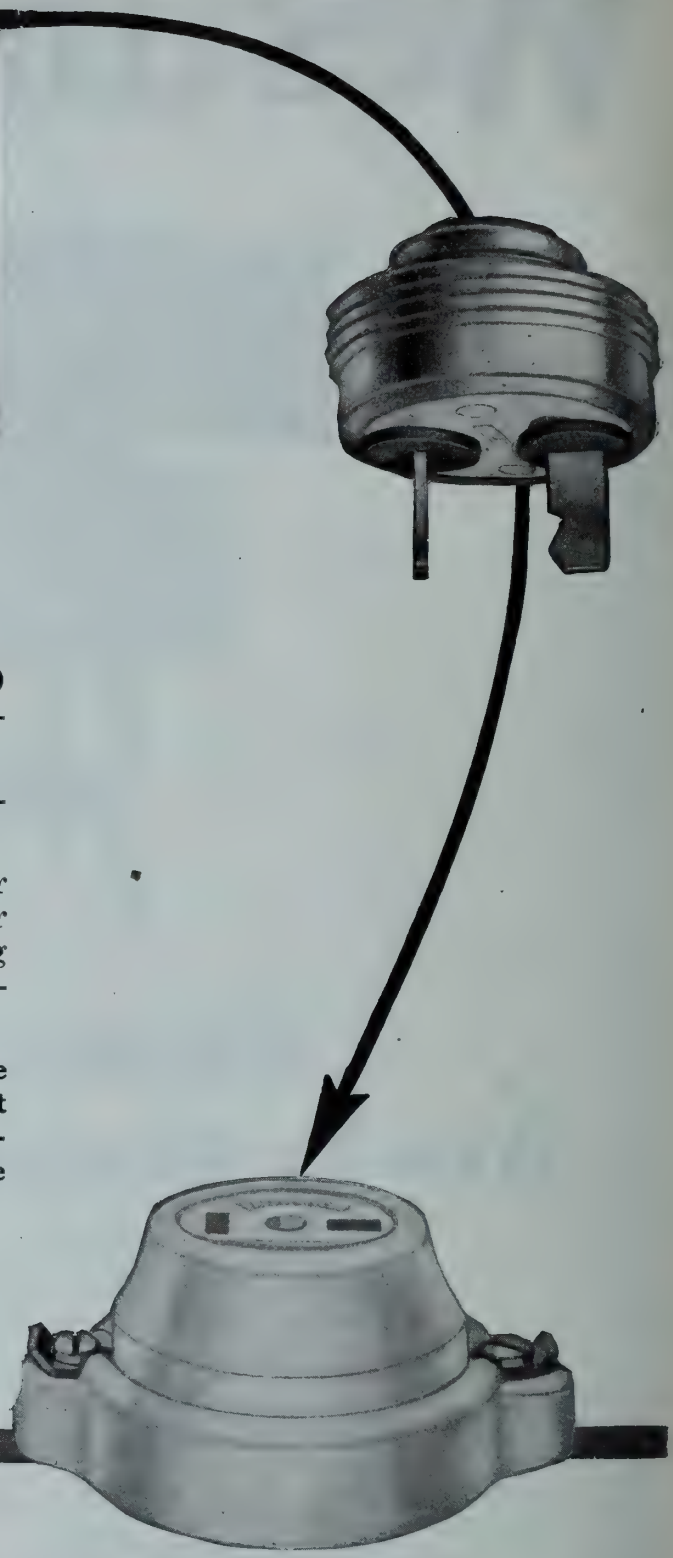
Canadian Westinghouse Company, Limited, Hamilton, Ontario

TORONTO, Bank of Hamilton Bldg.
MONTREAL, 285 Beaver Hall Hill
OTTAWA, Ahearn & Soper, Ltd.
HALIFAX, 105 Hollis Street
FORT WILLIAM, Cuthbertson Block

WINNIPEG, 158 Portage Avenue E.
EDMONTON, 211 McLeod Bldg.
CALGARY, Canada Life Bldg.
VANCOUVER, Bank of Ottawa Bldg.

If interested tear out this page and place with letters to be answered.





Safety—

where the work is polarized

Hubbell Caps and Receptacles, for 6 and 20 ampere circuits, can be furnished with polarized blades and slots.

These make it impossible to close the circuit in any but the **right** way.

And their safety is carried still further, for here again are found the strong phosphor bronze contact springs, the individual arcing chambers, which make sputtering weak connections and short circuiting **impossible.**

Hubbell Electrical Specialties cover the field with a line that fills every requirement and combines every improvement. Get acquainted—to-day. A postal will bring the details.

6 Amp. Polarized Cap 5567
6 Amp. Wall Receptacle 5886

HARVEY HUBBELL COMPANY

OF CANADA LIMITED

ELECTRICAL SPECIALTIES

TORONTO CANADA

HUBBELL REG. CAN. PAT. OFF.

If interested tear out this page and place with letters to be answered.

Plymouth Rope



Manila Hemp is Classified according to the rigid Philippine Island Grading Law

IN the warehouse of the exporter the fiber is inspected and classified as to length, strength, color and texture, according to a standard fixed by the Philippine Island Grading Law. A mark stencilled on the bale indicates the classification. It is difficult, however, to maintain a definite standard for a material like Manila fiber where the quality, as we have previously explained, is so largely dependent upon soil cultivation, moisture, sunshine and processes of cleaning. Many times, too, the hemp classification is accomplished under difficulties, such as lack of space, obscured light, etc., etc., and so on arrival at the factories of the Plymouth Cordage Company the hemp is again examined and re-graded by our own fiber experts and according to our own standards of manufacture, which insures each bale being put to the particular use its quality best fits it for.

Dealers who sell Plymouth Rope on a price-per-foot basis through use of our Automatic Selling Chart are able to demonstrate its extra value to their customers in comparison with rope made from the inferior grades of Manila fiber.

PLYMOUTH CORDAGE COMPANY

NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LIMITED

TORONTO, CANADA CANADIAN SALES AGENTS

If interested tear out this page and place with letters to be answered.



The trade-mark ARMCO carries the assurance that products bearing that mark are manufactured by the American Rolling Mill Company with the skill, intelligence, and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for them.

"Armco" Ingot Iron Galvanized Sheets
"Armco" Ingot Iron Black Sheets
"Armco" Ingot Iron Blue Annealed Sheets
"Armco" Ingot Iron Tank Plate
"Armco" Ingot Iron Alloy Coated Sheets
"Armco" Ingot Iron Enameling Sheets
"Armco" Ingot Iron Polished Sheets
"Armco" Ingot Iron Furniture Sheets
"Armco" Steel Alloy Coated Sheets
"Armco" Steel Electrical Sheets
"Armco" Steel Automobile Sheets

These High-Grade Specialty Sheets for exacting users enter into the manufacture of many different articles, whose makers put their sheet metal problems up to Armco. We are at your service.

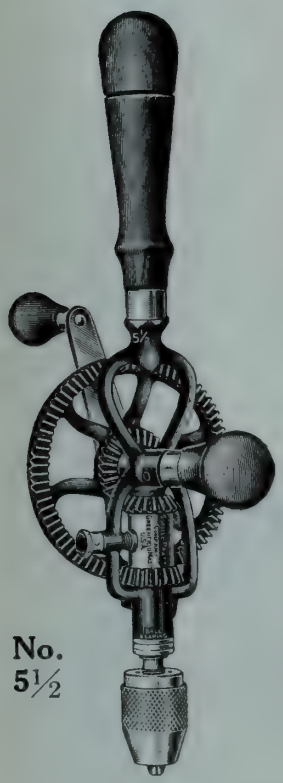
MANUFACTURED BY

The American Rolling Mill Co.

Middletown, Ohio.

If interested tear out this page and place with letters to be answered.

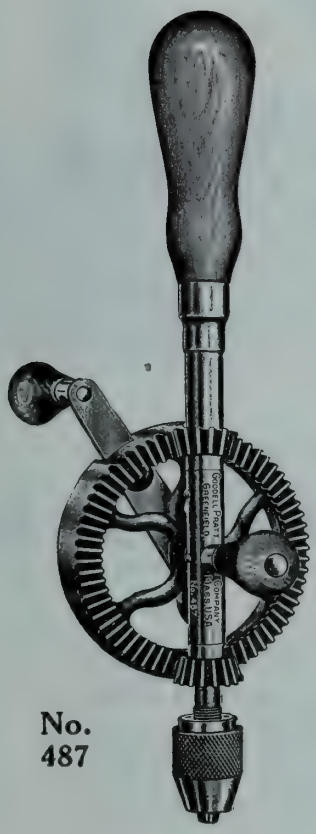
GOODELL-PRATT
1500 GOOD TOOLS



No. 5½

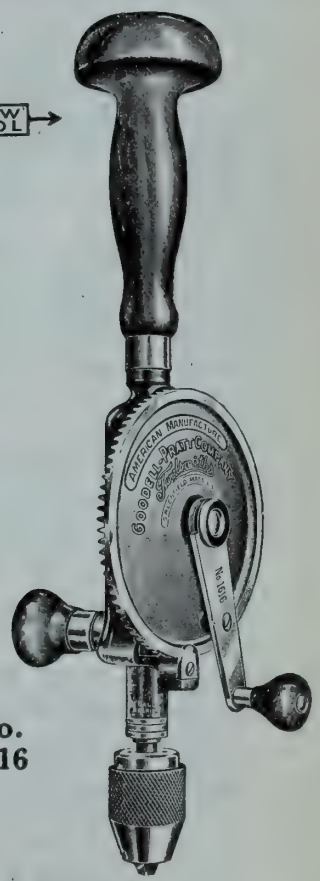
The Complete Line of
Hand Drills
21 Styles

Not a shelf-clinger in the whole line—every one a good, live trade and good-will builder.



No. 487

NEW TOOL →



No. 1616

Features

Iron, steel and aluminum frames — one and two speeds and ratchet — ball bearing spindles — all-steel chucks of various capacities—many styles of handles.

Is your stock complete enough to allow your trade the selection they will appreciate?

GOODELL-PRATT COMPANY *Toolsmiths* **Greenfield, Mass., U.S.A.**

If interested tear out this page and place with letters to be answered.



Part of Your Stock in Trade

Clean, bright merchandise, immaculate display counters and dustless floors are a real asset to your business. The regular use of Imperial Floor Dressing is the simplest and easiest way to attain such desirable results.

Imperial Floor Dressing does prevent dust from rising. It holds it to the floor where it can be conveniently swept up and entirely removed. As a cleaner and preservative for wood, linoleum or oil cloth, Imperial Floor Dressing is unequalled.

One gallon of Imperial Floor Dressing will treat a surface of from 500 to 700 square feet. It does not gum or evaporate and one application will give satisfactory service for weeks. It keeps your store looking right at all times. Makes it an attractive shopping centre for the most particular customer.

Use Imperial Floor Dressing on your floors and display it prominently on your shelves. You can easily turn a good stock into profit. Ask the Imperial Oil salesman for a demonstration and be convinced.

IMPERIAL
FLOOR DRESSING

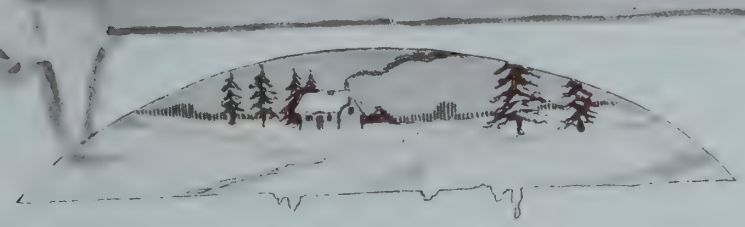
Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES

If interested tear out this page and place with letters to be ***answered.***



Greetings

Fire up for the New Year

¶ *As the embers of the old year die down, pass the resolution that the new-born year will be the greatest in your history—then fire-up and make it so.*

¶ *Canada is emerging into a period which appears in the distance to give promise of the greatest our Dominion has known—but we must all do our part.*

¶ *Here's that your efforts will not be in vain.*

The Gurney Foundry Company Limited

Toronto -- Canada



Electric Weld
RANGE BOILERS

—*and who could not have faith in Canada?*

¶ Perhaps no other country in the world has such bright prospects for the future as has the Dominion of Canada.

¶ One needs but to take a glance around to see the possibilities for the development of our commercial activities and our natural resources to realize why we say—"Who could not have faith in Canada?"

¶ We extend our thanks to the Hardware and Plumbing trade for their patronage during the past year and wish them the same old wish that for centuries has welded friendships and made the Christmastide the one most joyous season.



Canadian John Wood Mfg. Co.
LIMITED
TORONTO, CANADA



If interested tear out this page and place with letters to be answered.



Story for week dated December 18th, 1920 Being No. 36 in the Series

On the Dumoine Lake, Where Eddy Company Logs are Cut



ALTHOUGH The E. B. Eddy Company's Organization is to-day one of the most modern, as well as one of the greatest of Canada's Industrial institutions, the very nature of the company's business necessitates the use of one of the oldest methods of transportation known to Canada—the birch-bark canoe.

The remarkably perfect "reflection-picture" given above was taken in the regular course of Eddy Company work on the Dumoine Lake where the lumber is cut for Eddy matches, paper, indurated ware, and other products.

In the canoe are Indians, and a cargo of provisions or other supplies. The Indians, besides assisting in the work of the Eddy Company lumbermen at the camps in the bush, do a good deal of trapping in Season. They are good hunters, and though as smokers, they with other hunters, may light their pipes often in dry bush country, the risk of bush-fire started by a dropped match is greatly lessened by their use of Eddy Company chemically self-extinguishing matches on the very spots where the lumber to make these excellent matches is being cut.





Light the Christmas Candles With



Eddy's Silent 5 Matches

The E. B. Eddy Company

Wish You

A Merry Christmas



Greetings!

We look back with pleasure on the pleasant relations in business during 1920 and the new friends we have made. We hope that our organization will always be worthy of the faith and trade of the Canadian hardwaremen.

We Wish You All

A Merry Christmas and a Happy, Prosperous New Year.

Butterfield & Co., Div.
Union Twist Drill Co.
Rock Island, Quebec, Canada

If interested tear out this page and place with letters to be answered.



At this season we feel deeply grateful for the consideration you have so kindly extended to us in the past year and take this occasion to wish you that old but ever cheerful greeting

A MERRY CHRISTMAS
AND
A HAPPY NEW YEAR



CANADIAN Wm A ROGERS.
LIMITED.

570 KING ST WEST.
TORONTO. CANADA.

If interested tear out this page and place with letters to be answered.



GREETINGS TO THE TRADE 1920-21

The

MANITOBA STEEL & IRON COMPANY, LIMITED

Wish You

A Merry Christmas and A Happy New Year

WINNIPEG MANITOBA

If interested tear out this page and place with letters to be answered.

The Northern Bolt, Screw & Wire Company

LIMITED

Owen Sound, Ontario



Wish
The Trade
A

Merry Christmas

And

A Happy New Year



NORTHERN

If interested tear out this page and place with letters to be answered.





FOR your liberal patronage during 1920—for the confidence you have shown in Brown & Sharpe products, we sincerely thank you and cordially wish you a real Merry Christmas and a New Year that will break all records for successful business. May you continue to find Brown & Sharpe products the same dependable "customer pleasers" throughout the New Year.

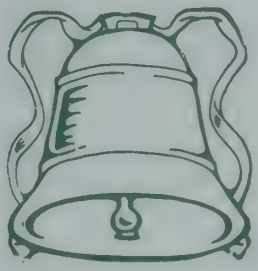
Brown & Sharpe Mfg. Co.

Providence, R.I. U.S.A.

If interested tear out this page and place with letters to be answered.



A Merry Christmas



WE cordially extend to our patrons and friends a most hearty Yuletide greeting and a sincere wish that the New Year will bring with it unalloyed prosperity, good health and a full measure of happiness.



The Burrow, Stewart & Milne Company, Ltd.

Hamilton, Canada

If interested tear out this page and place with letters to be answered.

A Merry Christmas

May it be a real happy Christmas for the Canadian Hardware Trade, and particularly for those firms whose business we have been privileged to handle, and between whom and us have existed such cordial relations during 1920.

In tendering you the Season's Greetings we beg to assure you that we shall bend every effort to perpetuate these cordial relations by giving you the very best service possible at all times and under all conditions.

Will B. Lane Unique Tool Co.

Manufacturer Lane's Unique Tools

180 N. Dearborn Street, Chicago, Illinois

If interested tear out this page and place with letters to be answered.



A Merry Christmas

We extend to the hardware trade of Canada our sincere best wishes for a very Merry Christmas ana Happy and Prosperous New Year.

Walter Woods and Company
Hamilton and Winnipeg

If interested tear out this page and place with letters to be answered.



To our Customers and Friends

WE appreciate fully the share that your friendship and patronage have played in our progress. We thank you for it, and in the spirit of the Season extend our sincere wishes for a Merry Christmas, coupled with a Happy and Prosperous New Year.

Caverhill, Learmont & Company

Montreal



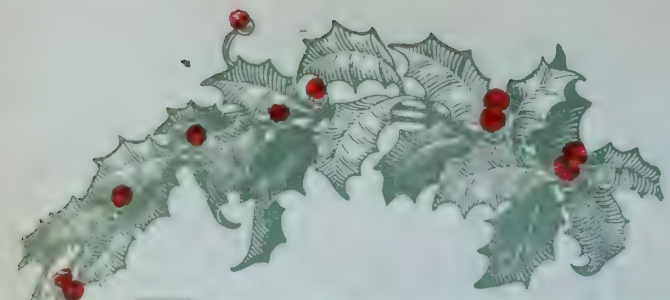
May all Unhappiness be snipped from your life during the Year 1921.

May you have a full share of Health and Prosperity

Brown Boggs Co., Ltd.
Hamilton, Canada



If interested tear out this page and place with letters to be answered.





WHITES LIMITED

WHOLESALE HARDWARE & METALS

COLLINGWOOD - - ONTARIO



Wish
The Trade
A

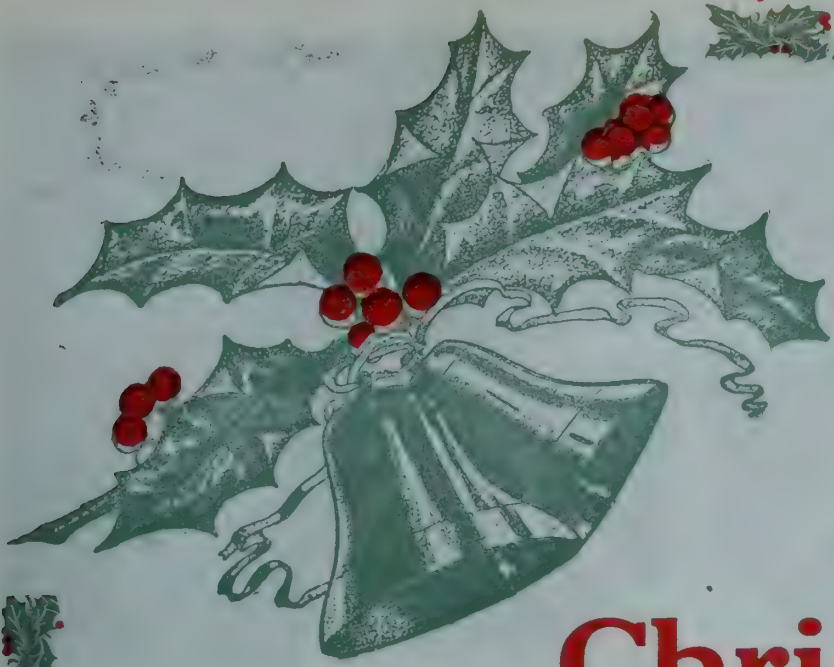
Merry Christmas

And a very Happy, Prosperous New Year





If interested tear out this page and place with letters to be answered.



TAPATCO
REGISTERED TRADE MARK
BRAND

Christmas Greetings—

It is our wish that every member of the Hardware Trade enjoy a Christmas filled with good cheer and friendliness, and that the New Year will bring prosperity and joy abundant.



The American Pad & Textile Co.

Chatham, Ontario

If interested tear out this page and place with letters to be answered.


S
To the Trade
We Wish to One and All
The Old, Old Wish
A Very Merry Christmas
and a
Happy, Prosperous New Year
TORONTO PLATE GLASS IMPORTING COMPANY, LIMITED
TORONTO, CANADA

Registered
BUR-NOR
Trade Mark

The Old, Old Wish

"A Happy Christmas and a Prosperous New Year"

May the spirit of happiness be with you this Christmastide! May pleasant thoughts fill your minds—pleasant memories of past events, pleasant hopes for the future!

On our part, we will strive in the future, as in the past, to give faithful service to those who have learned to rely upon us, to continue to produce steel hatchets, auto accessories and other steel products, whose dependability will always give satisfaction to the user and bring prestige and profit to the dealer.

Bur-Nor All Steel Products

Burgess-Norton Manufacturing Co.
Geneva, Ill., U.S.A.

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

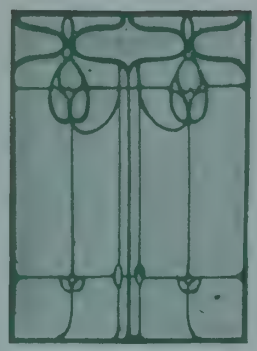
Greetings!

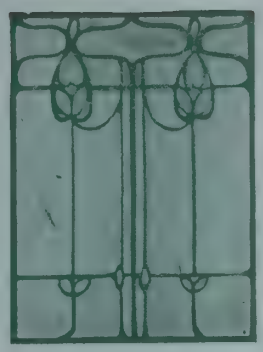


We sincerely thank our many friends for their expressions of goodwill during the past year and wish them a Merry Christmas and a New Year abundant with prosperity and health.

James Smart Plant
Brockville, Canada

If interested tear out this page and place with letters to be answered.







Friendship

We feel proud of our friendship with the hardware trade and, looking back upon the past year we feel that we have added many more friends to our already large circle. We are justly proud that our business relations are of such a high degree that we are able to hold the friendship of the trade.

The season has again returned when good wishes and hearty handshakes are the order of the day. We cannot shake hands or greet you personally, but, we wish you one and all a very Merry Christmas and a Happy New Year, through the medium of this paper.



Glass

For
Building Purposes

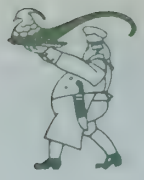


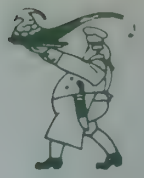
Hobbs Mfg. Co., Ltd.

Montreal
Toronto

London
Winnipeg

If interested tear out this page and place with letters to be answered.











Merry Christmas

WE appreciate the kind favors of past years and extend to you — our patrons and friends, our heartiest wishes for a Merry Christmastide—a healthy, happy and prosperous 1921.

James Morrison Brass Mfg. Company
LIMITED
93-97 Adelaide Street West - TORONTO, Ont.

If interested tear out this page and place with letters to be answered.



WHILE extending the hardware dealers our greetings we desire to express confidence in the future prosperity of Canada, which we believe to be in the most favorable position of any country in the world.

To one and all a Happy Christmas and Prosperous New Year

HURLEY MACHINE CO., LIMITED, TORONTO

If interested tear out this page and place with letters to be answered.

Latest Models
$45.00

Old Models
$48.00



Freezing is harmless, overheating is impossible with a Perfecto.
Liberal discounts to dealers.
Order from your jobber. If jobber cannot supply you, write us direct.

A Merry Christmas

and a bright, happy, and prosperous New Year is our sincere wish to our many friends and customers in the trade.



Guarantee Sheet Metal & Roofing Company

478 Portage Avenue - WINNIPEG



A Merry Xmas
And a Very
Happy New Year

SINCERITY backs the wish that all our dealers have a most Merry Christmas and a Happy New Year.

To you who have so loyally supported us during the year 1920, we tender our thanks, and trust that fortune will continue to further your endeavors, and that justified success may be with you through the coming years.

Accept the wish in the spirit it is given—the spirit of friendship and loyalty.

T. F. Shurly Company
Limited
St. Catharines, Ontario

Hardware and Metal is the only paper in Canada giving a weekly market service on hardware, metals, paints, varnishes and other lines allied with the hardware trade.

Hardware and Metal is the only hardware publication in Canada with circulation audited by the Audit Bureau of Circulations.

Hardware and Metal is the only weekly hardware paper in Canada.

If interested tear out this page and place with letters to be answered.



WE take this opportunity of
to our many patrons and
heartiest wish that they may e

A Very Merry Christmas
and
A Bright and Prosperous New Year

R. C. JAMIESON & CO., LIMITED

Established 1858

Manufacturers of Fine Varnishes, Paints and Colors

OWNING AND OPERATING P. D. DODS & CO., LIMITED

Calgary **MONTREAL** **Vancouver**

National ELECTRIC

May the Warmth of Good Will, the Glow of Happiness and the Satisfaction of Prosperity be yours throughout Nineteen Twenty-One. This is our wish to one and all.



The National Electric Heating Co., Ltd.

Toronto - Canada

Sales Offices:

MONTREAL
112 Crescent St.

WINNIPEG
702 Confederation Life Bldg.

VANCOUVER
627 Vancouver Block



A Merry Xmas

HERE'S Christmas again. A season of happiness and good cheer everywhere.

In wishing you all the compliments of the season we express the hope that you have had a prosperous year.

We extend the wish for a happy and prosperous year during 1921.

Collette Mfg. Co.
Collingwood, Ont.



"Letinco" "Letinco"

A Merry Christmas and a Bright and Prosperous New Year to You

The Leslie Tinware Co., Ltd.
Ottawa, Ont.

"Letinco" "Letinco"

If interested tear out this page and place with letters to be answered.



Merry Christmas

Wishing all our friends in the Trade hearty Christmas Greetings and sincere wishes for a Bright and Prosperous New Year.

R. Pinchin,
Vice-President and Manager

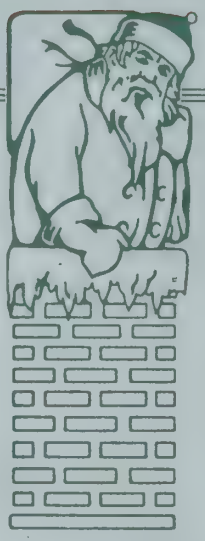
Ontario Oil and Turpentine Co., Ltd.

106-108 Vine Ave., West Toronto

Christmas Greetings
and
Best Wishes for a
Happy New Year

Chicago Spring Butt Company

If interested tear out this page and place with letters to be answered.



Greetings

MAY this Christmas-tide be brimful of joy and cheer, and may the New Year be one of unusual prosperity and good health.

We take this means to extend to all our customers and friends our appreciation of their past patronage — and pleasant business relations.

Schultz Brothers Co.,
Limited
Brantford, - Ontario

If interested tear out this page and place with letters to be answered.

Our Best Wishes

WE take this seasonable opportunity to express our thanks and good wishes to our many friends and customers in the trade, and extend to them the old, old wish, A Merry Christmas and a Happy New Year, with future prosperity abundant.

RAMSAY'S

A. Ramsay & Son Company

Makers of Properly Preserving Paints and Varnishes for 78 Years.

MONTREAL

TORONTO **WINNIPEG** **VANCOUVER**

Edmonton District:
Revillon Wholesale Limited
Edmonton

Nova Scotia:
James Simmonds, Limited
Halifax, N.S.

Calgary District:
The McDonald-Baker Co.
818th 8th Ave. W., Calgary

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Resolved:

Hardware Market is in a Healthy State

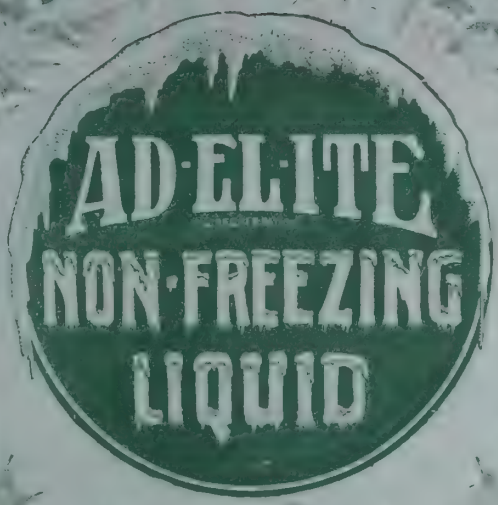
It is our opinion that prosperous trade conditions in Canada received harder knocks from newspapers than through any other agency. Most of them meant well, but for the general good they defeated the object they had in view. Many lines have been hit hard, and with some there won't be much sympathy, as their selling prices bore little relation to cost of production.

With hardware it is different, as average advances were less than those of any other staple commodity. So it is our opinion that we can enjoy ourselves this Christmas with an easy conscience; and if we make any resolves on the first of the year, let the chief one be that the hardware business is in a healthy state, conditions are such that with but few exceptions there cannot be any heavy slumps. There is a greater shortage of hardware to-day throughout the world than of any other commodity, and while we don't look for many advances and most price changes will be downwards, it is our opinion that these will not be numerous and declines will be gradual.

To all who have contributed to the building up of this business during the past thirty-five years, we extend our sincere wishes that this Christmas will be the happiest they have ever spent.

Lewis Bros., Limited
Montreal

If interested tear out this page and place with letters to be answered.





That Good Old Wish

We want you to know of our sincere appreciation of your courtesies during the past year, and hope that your Christmas may be a right merry one.

May the bright light of prosperity attend you unfailingly throughout the New Year, finding some of your highest ambitions realized.

Our ambition is to maintain the high standard of quality which our products have attained in the past and to merit the confidence which dealer and consumer alike have learned to place in them and us.



Adams & Elting Co.

17 Adelaide St. E. - - Toronto

Chicago New York

If interested tear out this page and place with letters to be answered.



Taylor-Forbes Company
Limited
Guelph, Canada

If interested tear out this page and place with letters to be answered.

Christmas 1920



CHRISTMAS is here—the season when friend greets friend and the time-honored greeting, "A Merry Christmas," is expressive of the prevailing spirit of friendship and good-will.

It is a pleasure for us at this time to extend to our friends in the Canadian hardware trade in general, and in a special way to those who have been assisting us in the selling of Elastica Paints and Varnishes, our sincerest wishes for a Christmas filled to overflowing with Happiness and Good Cheer and a New Year surpassing in Prosperity all that has gone before.

INTERNATIONAL VARNISH CO. LIMITED

Vancouver, Halifax TORONTO Montreal, Winnipeg

If interested tear out this page and place with letters to be answered.

TO YOU

WHOSE GOODWILL AND FRIENDSHIP HAVE HELPED TO MAKE THIS A HAPPY HOLIDAY SEASON FOR US, WE SEND OUR CORDIAL APPRECIATION AND BEST WISHES FOR

A Very Merry Christmas

AND A

Prosperous 1921

SHURLY-DIETRICH Co. Ltd.
GALT, ONTARIO

"Maple Leaf Saws"

TO ALL USERS

OF

ALUMINIUM

PAST, PRESENT AND FUTURE, WE EXTEND HEARTIEST CHRISTMAS GREETINGS AND WISHES FOR PROSPERITY IN THE NEW YEAR.

THE BRITISH ALUMINIUM COMPANY, LIMITED

263-267 Adelaide Street W., Toronto

Eastern Agents: Spielman Agencies, Montreal

JANUARY 1st, 1921

The

Niagara Metal Stamping Corporation

takes over

THE PLANT and BUSINESS

of the

NIAGARA FALLS METAL STAMPING WORKS

The HIGH QUALITY of SERVICE and PRODUCTS

upon which the prosperity of the old Company was based

WILL BE FULLY MAINTAINED

and

ADDED TO

in the interest of

Present and Prospective Customers

If interested tear out this page and place with letters to be answered.



Merry Christmas

FOR your patronage during 1920, and for the confidence and support which you have extended to Kasement Skrene Dore Company and its Products—we sincerely thank you and cordially wish you a joyful and prosperous New Year for 1921.



Kasement Skrene Dore Co.
269 West Richmond St., Toronto, Ont.
Factory: Burlington, Ont.

WHEN EVERY PUBLISHER has a complete and efficient system of records and knows positively the facts regarding the circulation of his paper—

And when every publisher is willing to give these facts to advertisers without dissimulation—

It will be because every publisher is a member of the Audit Bureau of Circulations.

But all publishers have not an efficient system of records and all are not guileless.

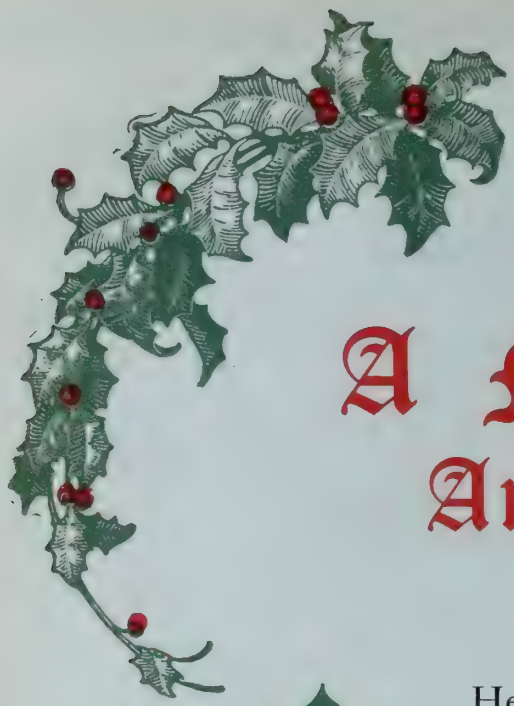
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Every straightforward paper may belong to the A.B.C.

Most of them do belong.

Hardware and Metal is one of them.

If interested tear out this page and place with letters to be answered.



A Merry Christmas
And a Happy New Year



Heartiest greetings to you all at this cheerful Christmas time—in this season of "Peace on Earth, Good Will Toward Men."

It has always been a pleasure to co-operate with our friends, the advertisers, in the preparation of the advertising section of this paper.

All happiness, prosperity and good fortune for the New Year is the wish that goes to you—

From the Advertising Staff of Hardware and Metal





1920-21

If interested tear out this page and place with letters to be answered.

VOL-PEEK

MENDS HOLES IN POTS AND PANS



Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and Operating Vol-Peek Mfg. Company)

UNIMECO WROUGHT WASHERS

MADE IN CANADA



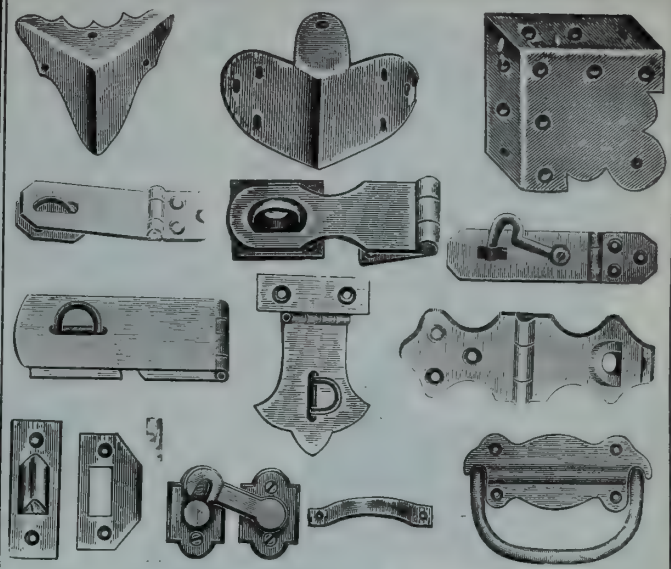
Prompt Shipments!

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA



THE BRAINERD LINE

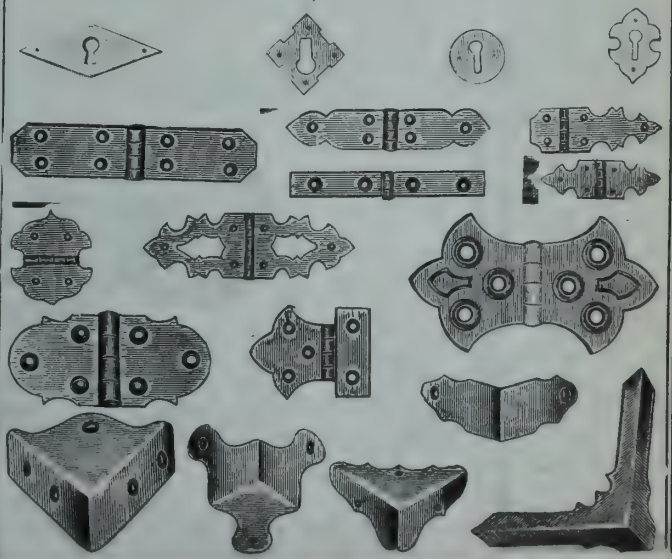
CABINET - REFRIGERATOR
BUILDERS -- FURNITURE -- CHEST

HARDWARE

THE MOST COMPLETE LINE ON THE MARKET

THE BRAINERD MFG. CO.

EAST ROCHESTER, N.Y., U.S.A.



If interested tear out this page and place with letters to be answered.



One More Week of Bumper Business!

There will be thousands of Gillette Safety Razors sold between now and Christmas morning. Most of them will be sold by dealers who are alive to the immense opportunity. They are going to have another bumper week for they see clearly that the Gillette Safety Razor is

The Logical Christmas Gift

The new Gift Package to hold three dozen Gillette Blades has also resulted in big sales that otherwise might never have been made. Knowing that a friend has a Gillette Safety Razor, it is a happy thought to give him the gift package shown above.



Gillette
Safety Razor

AND BLADES!

MADE IN CANADA
TRADE Gillette MARK
KNOWN THE WORLD OVER

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXII. TORONTO, DECEMBER 18 No. 51

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The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. **H. T. HUNTER, Vice-President.**
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ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, Manager.

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ZINC SPELTER
ZINC SHEETS
ZINC PLATES
for BOILERS

We are in a specially good position to quote on any of the above, either for direct import or from stock. The well-known Belgian Brand VM is again available to the trade.

METALS OF ALL KINDS

A. C. LESLIE & CO., LIMITED
560 St. Paul St. West
MONTREAL

GALVANIZED SHEETS

If you are in need of a thoroughly reliable sheet at a reasonable price, specify

"FLEUR DE LIS" Brand

Second only to "Queen's Head" in quality and suitable for all ordinary work.

STOCK AND IMPORT

JOHN LYSAGHT, Ltd.
Manufacturers
BRISTOL, ENG.

A. C. LESLIE & CO., Ltd.
Canadian Managers
MONTREAL

"YANKEE" TOOLS
PUSH DRILL No. 44
Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.



A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, DECEMBER 18, 1920 No. 51

Last Minute Plans in Xmas Trade

Before Santa Claus Starts Out on Christmas Eve With His Load From the Hardware Stores There are Some Suggestions Which Perhaps Can be Adopted to Good Effect While the Rush is on



THE last week of shopping before Christmas is now here and it will be a busy one. As emphasized in Hardware and Metal during past weeks interest and enthusiasm in Christmas gift lines should be maintained right up till the very last minute, and a little after for a reason that will be explained later. No doubt much Christmas buying is postponed until the last minute and many hardware merchants have found it their experience that in the last few days prior to the 25th they have been too busy making sales to pay much attention to anything else.

The few days before Christmas will bring in the results of all the preparatory work done for the past month. The advertisements of Christmas goods, and the window displays which have been made for some weeks will now bear fruit in greatest volume and the merchant should see that interest in these mediums is not allowed to lag.

Santa Claus will bring to many homes on Christmas Eve gifts ranging from toys for the children, to razors, flashlights, etc., for the young man, and to kitchen utensils, fireplace furnishings, cutlery, electrical goods, silverware, etc., for the young woman or the housewife. There is a splendid range of suitable gift lines for every member of the family to be found in the hardware store and Christmas Eve will see a large number of gifts which have been purchased from local hardware merchants given among families in every community. Much of the Christmas gift trade finds its logical place in the hardware stores and the recent development of toy business among hardware merchants now presents a range of goods which will appeal to both children and grown-ups.

This year it is probable that gifts which are of a practical value will have the biggest sale. For some few seasons past there has been much prosperity and opulence with the result that Christmas presents have run more to the luxury than the necessity. While prosperity has not disappeared by any means, there is a feeling of more care in shopping evident today and a desire to make the dollar go farther. This condition will bring necessary lines to the forefront in Christmas gift trade and it is a point which is being emphasized in hardware merchants' advertising throughout the country at the present time. Such headings as "Give a useful gift" are found on the majority of retailer's ads. this year. This point should be kept in mind in the last minute rush of Christmas trade. There are such lines as washing machines, vacuum cleaners, house-furnishings lines, which though they ordinarily make good Christmas gifts will this year be more welcome than ever before because of their practical value.

The merchant should not overlook the fact that the effect of all his Christmas publicity will likely be to bring some new faces to his store. In the rush of business at this season these new customers should not be overlooked because here is presented an opportunity to cultivate new business which may develop into an

Continued on Page 80

Make It an Electric Christmas

Wide Range of Electrical Goods Suitable for Every Member of the Family Makes This a Favorite Line for Christmas Gifts—Practical Value an Important Factor

IT is doubtful if there is any individual line which offers as wide a range of possible Christmas gifts as electrical goods. From the gift for the small boy to the gift for grandfather or grandmother there is some electrical device which is much to be desired. Another important feature in favor of electrical goods as Christmas gifts is their practical value. As pointed out this Christmas is one when gifts of greatest utility are being given in place of luxury lines given in times of opulence.

Electric toasters, percolators, grills and other such appliances for table use, along with vacuum cleaners, boudoir lamps, electric washers, etc., make a splendid array of gifts which will be highly appreciated by the housewife. For the small boy batteries may be supplied to run tin trains and other toys, for the larger boy there are flashlights and renewal batteries, for the father there is the electric reading lamp.

Such lines as these should be arranged together in a prominent location in the store, preferably arranged so that there will be a number of suggestions for the various members of the family grouped together. Price tickets should be shown on every line.

The advertising and window displays of electrical goods should be kept up until the last minute, as undoubtedly much Christmas trade has been postponed until a few days prior to the 25th Some new suggestions for dressing the Christmas electrical window and planning the electrical ad. are given herewith. Throughout all publicity the practical value and usefulness of the line should be emphasized as this is the basis on which most Christmas business is being done today.

Electrical goods lend themselves to very effective display and one plan which sold a lot of goods was to dress a corner of the store with a dining table set for a meal showing the various electrical appliances in use and working in the other electrical articles in various ways.

Make an

ELECTRIC CHRISTMAS

Serviceable, attractive gifts—gifts that make for comfort and convenience—are the more highly prized as constant reminders of the donor's thoughtfulness. And nothing could be more acceptable than one or more of the many Electric Household Helps comprising our extensive displays in which you'll find

ELECTRIC COFFEE MACHINE SETS

Coffee machine, serving tray, cream and sugar, at $33; Coffee percolators at $16,50 and $19.80.

HOT WATER KETTLES

In nickel and in copper finish, at $16.45; Toasters, at $7.35, $8.25 and $8.50; Disc Stoves at $7; Grills at $9 and $14.60.

ELECTRIC IRONS

At $8, and in the smaller sizes at $6.50; Curling Irons, with drier, $9.60, without drier, $8.70; Heating Pads, $7.50.

ELECTRIC READING LAMPS

In wide variety of modern and antique finishes, with silk and with art glass shades, at prices ranging from $8.50 upwards. Also Solid Mahogany Floor Lamps, and Dainty Boudoir Lamps with shades of silk and denim.

FLASHLIGHTS

The light that says "There it is"—with its surpassing brilliancy and long-life batteries, should be on every Christmas gift list. Of these our line is large and complete. You'll find them in the Sporting Department.

There are many other gifts suggestions in this particular line which lack of space forbids us to mention. But come in and see them while our display is at its best.

SHOP EARLY SHOP NOW

W. H. THORNE & CO., LIMITED

ST. JOHN, N.B.



A window display showing a good range of electrical lines suitable for Christmas gifts for various members of the family. Christmas decorations can be used effectively in the display, some merchants following the plan of running one end of each paper chain from the various articles in the window to a card mentioning the member of the family for whom it would be a suitable gift. The eye follows the various chains to the articles suitable for the person who is to receive the gift.

Getting Action in the Toy Display

Sumner Co., Ltd., Moncton, N.B., Have Faith in Value of Action to Attract Attention—Linking Up Gift Lines Suitable for Older Members of the Family With the Toys for the Children

GETTING action into the display is one of the points kept in mind by Sumner Company, Moncton, N.B., in dressing the windows. This factor applies to toys and this line lends itself admirably to such treatment. The toy which is most popular with the boys of today and in many cases with the girls as well, is the one which lends itself or is associated in some way with action. Every red-blooded Canadian child likes action and this should be remembered in arranging the display.

Therefore, as a last minute suggestion this factor should be made use of if it has not already been used.

The experience of many merchants this Christmas has been that toys of outstanding value from an educational standpoint are receiving a good sale. This is probably in keeping with the general trend of Christmas trade this year and it is a point to be kept in mind right up to the last minute of Christmas business.

A good lively display of toys for the Christmas trade will bring many children to the store. In some cases these children will be instrumental in bringing their parents or other elders to the store as well and toy trade can therefore be looked upon as a medium for drawing customers of all ages.

The last minute drive for business is the important part of the race. Much of the interest started by the early displays and advertising will bear fruit in the last few days of shopping and every effort toward keeping interest alive should be maintained until the last minute.

Christmas Presents and Toys

For Big Values in Christmas Presents. See Our Stock of Silverware, Cut Glass and Crockery.

TOYS! TOYS! TOYS!

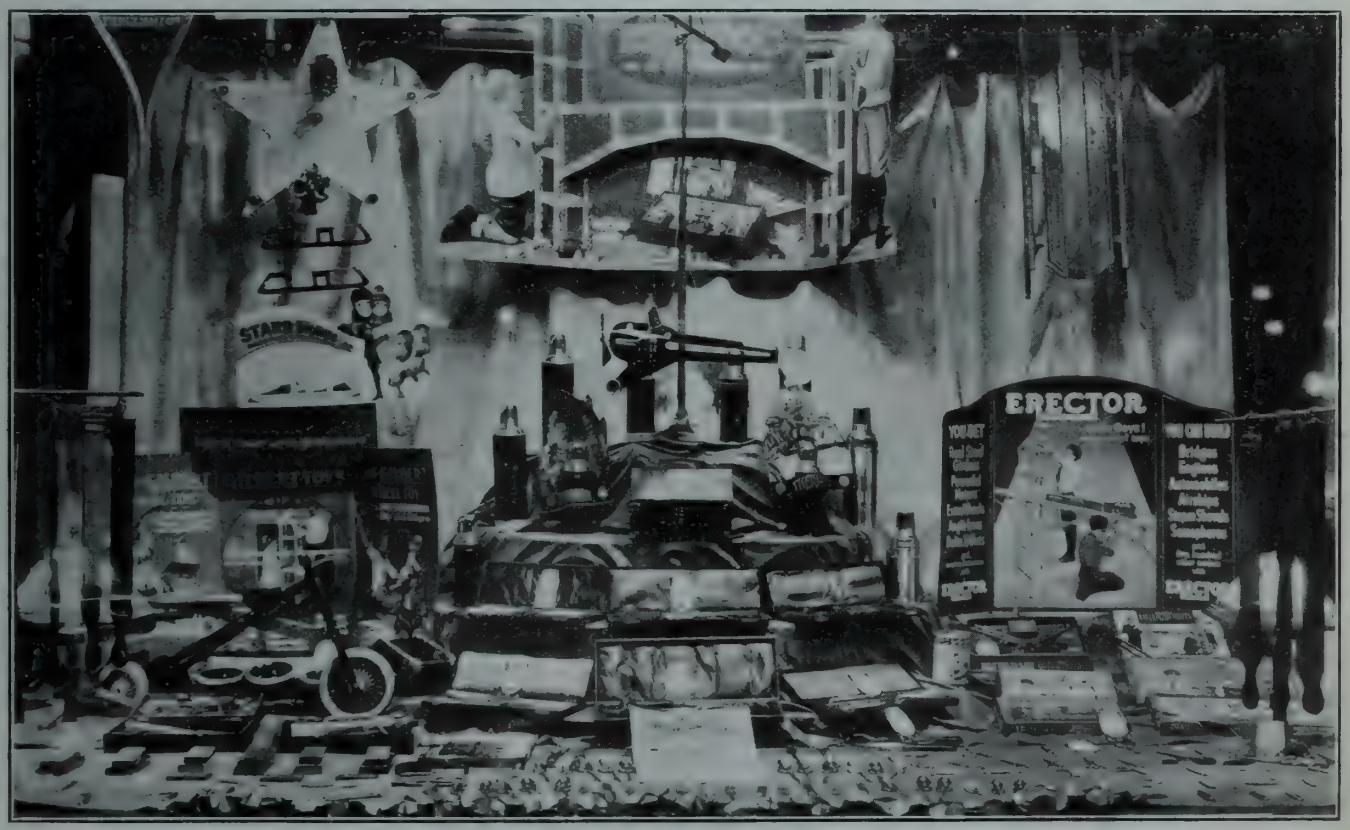
We have a good variety of Toys, all of the new novelties, including Bowling Alleys, Magic Tricks, Erectors, Aerial Spinners, Toy Furniture, Swings and other novelties, at Lowest Prices. We will reserve any goods for Christmas on payment of small deposit.

Skates and Hockey Sticks, Pucks, Ankle Supports, etc. Skates Hollow Ground and Oil Honed, per pair 25c

G. L. CHESNEY

Hardware—Stoves—Tinsmithing

CALGARY, ALTA.



The means employed to get action into this toy display is to have a toy aeroplane in motion, it being connected by a wire to a pole in the centre of the display. Trains, friction toys and such lines lend themselves admirably to being put in motion in the display, and this tends to increase interest. Linked up with the toys are other gift lines suitable for older folks. As a whole, this window display shows a wide range of gift lines which should appeal to Christmas shoppers of all ages.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations.

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO, CANADA Winnipeg

SATURDAY, DECEMBER 18, 1920

THE movement for increased parcel post rates, following the increase in freight and express rates, is one in which every retail merchant should be interested. A service at less than cost is being extended to mail order houses by extending them the present rates on parcel post and by this means the retailer in paying his taxes is helping to support a competitor.

* * *

THE clause which provides for the prepayment in United States funds of freight shipped to the United States from Canada makes it necessary for Canadian shippers to pay a premium on our own Canadian money for that part of the haul which lies in Canada. Difficulty has arisen over any adjustment on the through rates. This clause has received much abuse from time to time, but it is interesting to note that the chairman of the Board of Railway Commissioners has issued an ultimatum that this must be altered to allow Canadian money to be accepted at par for the freight haul in Canada.

* * *

A VERY apt description of present business conditions is found in the statement "prices went up gradually from 1914 to 1919. Prices went up a step at a time. They cannot come down by the bannister. They must come down the same way they went up." This illustrates the economic law which is governing conditions at the present time and to which all forms of business must adjust themselves in the effort to reach a normal condition again.

* * *

MANY plans have been suggested to overcome foreign competition, but a somewhat original plan fathered by cutlery firms in the United States is to add to the tariff the difference in exchange between the United States and foreign countries. This would seem to be aimed particularly at German cutlery manufacturers.

"A Merry Christmas"

TO all hardware merchants throughout Canada, Hardware and Metal extends best wishes for a Merry Christmas and a Prosperous New Year. Allowing one's mind to reflect over developments of the past twelve months, since this greeting was last extended, it is evident that the trade has been passing through a period of readjustment and that it has as a whole conducted itself nobly in face of the difficulties which have threatened on all sides. This result has been brought about solely through the employment of that spirit of co-operation and goodwill of which Christmas is symbolic. The difficulties are not all past yet, but a continuation of this spirit will go a long way towards helping a solution of the problems of the day and after the storm the sun always shines again.

Widening the Field of Trade

THE hardware merchant's share of local Christmas gift business has been growing each year as the range of lines carried in the hardware store has broadened to take in business to which it is logically entitled. It is interesting to note the response which has been made to the appeal of the hardware merchant for Christmas gift business and just as surely as the automobile accessory trade has been secured to a large extent by this class of trade, so will a big share of the Christmas gift trade go to the hardware merchant who goes after it aggressively. Everything is in his favor in this regard for he carries lines which would make suitable gifts for every member of the family and there is a good range to choose from in each class. He can get the children coming to his store to buy toys and they in turn will bring their parents or others who can then be interested in the large number of other gift lines which the hardware merchant has to offer.

Conditions this year are such that gifts of practical value are receiving the best sale. For the children toys of educational value are being preferred; for the housewife articles of usefulness in the home are being purchased. The same condition applies to all members of the family. There is perhaps no other branch of trade in which so many articles suitable as gifts and of real practical value can be found as in the hardware store. Electrical goods, automobile accessories, kitchen utensils, silverware, cutlery, cut glass, all make admirable gifts and most of them are of the "necessity" variety rather than the ornamental. It is evident, therefore, that there lies ahead of the hardware trade an unlimited field of business in Christmas gift lines and as the festive season rolls around each year steps should be taken early to better acquaint the Christmas shopper with the splendid gift selection which can be made at the hardware store.

Conditions in Iron and Steel Industry

THE recent falling off in production of iron and steel appears, from reports of conditions in the Pittsburgh district, to be continuing. New business and specifications appear to be in very small volume and with the exception of one or two lines operations are said to be in process of readjustment to a fractional basis until after the beginning of the new year or longer. At least one important semi-finished plant has been shut down indefinitely during the past week owing to a lack of tonnage, according to a report from the "Iron Trade Review," of Cleveland. Steel corporation plants are maintaining a relatively high rate of operations, due to large orders booked at minimum prices.

As a whole prices seem to be more stationery than in several weeks though so little attractive business is coming up that the market is simply drifting. Wage reductions are reported to have reached the base of the steel industry. Some producers have expressed the hope that they may be able to reduce iron ore prices next year, though this is, of course, dependent upon freights and wages.

Stove Interests Present Their Case

Interesting Details of Cana's Stove Industry Outlined in Brief to Tariff Commission—Canadian and U. S. Prices Compared—Total Producing Capacity of Plants 25 Per Cent. in Excess of Annual Production of Stoves

Editor's Note.—Much interesting information concerning the Canadian stove industry is set forth in the brief presented to the Tariff Commission. The preliminary report stating that it had been shown that U. S. prices on stoves were lower than Canadian prices is erroneous as is proved by figures shown in this brief, which states as follows:

Mr. Chairman and Commissioners:

On behalf of the manufacturers of stoves and furnaces I thank you for the privilege you are giving us of appearing before you.

Under the tariff policy that has been maintained in Canada since 1878 the stove industry has developed to such an extent that there are now forty two Canadian foundries making stoves with a combined capital investment of fifteen and three quarter million dollars.

The owners and managers of these foundries are in most cases stove workers and the business has been singularly free from stock exploitation or manipulation of any kind.

Canadian stove foundries give employment to between 4,500 and 5,000 hands and in 1919 provided the railways with incoming and outgoing freight amounting to over 200,000 tons. As a very considerable portion of the outgoing freight is from points in Ontario and the East to Winnipeg and the West it helps to provide loads to the West for some at least of the cars that are required to bring grain to the East.

Forty years ago when the stove business in Canada was in its infancy almost all of the material that entered into stove construction was imported from England, Scotland and the United States. During 1919, however, most of the material that went into stove construction in Canada was Made in Canada material. In this is included approximately 50,000 tons of iron. What material was imported included steel sheets in the various finishes which could not be obtained in Canada and also coal and coke which manufacturers in Ontario and Quebec must secure in the United States.

It is expected that during the next two years mills for rolling steel sheets that are under construction in Canada will be in operation. There will be an increase in the production of by-product coke and with the increasing use of electric power it is not unlikely that in a short time only "made in Canada" material will be used in making Canadian stoves.

The total producing capacity of Canadian stove foundries is in excess of the annual production by approximately 25 per cent. This is due to the fact that the stove business is a "short season business." It is in the late fall and early winter months that the stove makers' products find their way into the hands of the consumer and as it is difficult for the manufacturer to foretell in January what the demand will be in September, he, as a rule, manufactures for three quarters of the year on a conservative production schedule.

In normal times, therefore, there is a surplus of stoves available for prompt shipment for eight or nine months of the year and rarely and then only under exceptional circumstances, a shortage which on account of the capacity available is never of long duration.

In consequence there has always been keen competition for stove business and stove prices are always based on cost of production and not on shortage of supply or percentage of tariff on importations.

The percentage of duty levied on stoves coming into Canada has no direct bearing on Canadian stove prices. In other words the fact that there is a duty of 25 per cent. on stoves coming from the United States does not mean that the Canadian consumer pays a price 25 per cent. higher than that paid by the American consumer. It is possible to make an exact comparison between Canadian and American prices because in many cases stoves are made in both countries off exactly the same patterns.

Attached hereto is a list of some such stoves with present day Canadian and American prices to the dealer in all of which Canadian prices are lower.

It is well known to everyone familiar with stove conditions in Canada and in the U.S. that during the past year the average prices to the dealer in the U.S. have been higher than the average prices charged by the Canadian manufacturer to the Canadian dealer. This condition, however, does not always obtain as Canadian costs necessarily average higher by the amount of the duty that has to be paid on the raw materials that must be imported.

In pointing out that Canadian costs are higher than American costs by the amount of the duty that Canadian manufacturers have to pay, we do not do so for the purpose of suggesting that the duty on raw materials should be removed. We believe that our tariff policy should be such as to enable us to continue to develop our own resources to the end that we may, where possible, become self-sustaining. The importance to the stove industry of Canadian sources of supply for pig iron was convincingly demonstrated when in 1917 the U.S. Government placed an embargo on the exportation of pig iron. Without Canadian furnaces to supply our wants every Canadian stove foundry would have closed down and the country deprived of the stoves which our climate makes so necessary. This would have been true of every foundry not directly manufacturing munitions.

Nor do we know that raw materials free of duty would always mean the same prices for Canadian as for American stove manufacturers when the United States is the source of the raw material. During the past year the largest steel interest in the U. S. has been charging Canadian manufacturers for sheet steel $20.00 per ton more than it charged to American stove makers. That this has not been the case in regard to pig iron may be due to the fact that there is enough iron produced in Canada to make it impossible to exact such a premium.

Notwithstanding the fact that there is so large an amount of idle stove making capacity in Canada and that American stove prices have, during the past few years, averaged higher than Canadian prices—between $300,000 and $400,000 worth of stoves per year are brought into Canada from the United States. The Canadian consumer has in general had to pay a higher price for such stoves than he would have had to pay for Canadian made stoves of similar size and quality. The advertising carried by the American stove manufacturers in American magazines of large circulation in Canada has helped to create this demand.

That the American manufacturer has advantages over us in cost of production must be granted when we realize the opportunity for specializing and quantity production his enormous market gives him. There are several centres of stove production in the U.S. from which a manufacturer can reach by trolley more people than we have in the whole of Canada.

That he pays less for the raw materials which we must import gives him an added advantage.

That in periods of large demand for his product he gets higher prices in his home market, the evidence we give in respect to present prices, proves.

We know, however, that with his advantages in costs in normal times but more especially in periods of slow business the American manufacturer sees in Canada, as he has done in the past, an opportunity for marketing his surplus stoves without demoralizing prices in his home market.

It is this feature of the American competition which makes the maintenance of the present tariff a vital necessity to the Canadian stove industry. Any lowering of the duty will make it that much easier to ship American made stoves into this country and because our market is limited to the requirements of our population, each stove that is imported makes one stove less to be made by Canadian workmen in Canadian foundries. The result of the present tariff has been that an ever greater percentage of stoves used in Canada, have been made in Canada. Easier access for American stoves will turn this trend in the other direction and will mean less employment in our Canadian foundries.

Nor would it be possible to make up this lost business by developing an export trade because the stoves used in Canada are peculiar to North America and are not used in other parts of the world. Nor can Canadian manufacturers, especially those located far from the seaboard compete in Europe with English, Scotch and Swedish manufacturers with their short rail hauls to tidal water.

Moreover, with the tariff on our raw materials which is necessary for the further development of Canadian resources, it must follow that the tariff must be maintained on the finished goods in which these raw materials are used.

Prices of Canadian and American stoves on November 18th, 1920. In all cases the stoves mentioned are made from the same master patterns.

	Canadian	U.S.
Combination Coal and Gas Range	$91.75	$94.00
High Closet for above ...	13.00	19.00
Cast Coal Range, square	52.80	60.00
Cast Coal Range, extended	60.05	73.50
No. 88-18 Coal and Gas Range with H.C.	92.75	96.70
No. 95 Reflex Baseburner	69.25	95.60
No. 164 Air Blast	27.50	37.45
No. 116 Oak Treasure	20.80	23.05
No. 114 Ideal Universal ..	27.30	32.00
No. 116 Ideal Universal..	31.85	37.00
No. 118 Ideal Universal..	36.40	43.00
No. 12 Fancy Oak	20.00	21.00
No. 14 Fancy Oak	23.90	24.00
No. 16 Fancy Oak	29.50	28.00
No. 18 Fancy Oak	33.95	33.00

Continued on page 68

News of Western Canada

Announce Death of Hon. E. G. Prior

Victoria, B.C.—British Columbia generally and Victoria in particular has suffered a severe loss in the death of His Honor the Lieutenant-Governor, Edward Gawler Prior, who died after an illness of five weeks' duration. A week ago he suffered a relapse following which he underwent a major operation from which he failed to rally, his condition having been critical for the thirty-six hours preceding his death.

Colonel the Hon. Edward Gawler Prior was appointed Lieutenant-Governor of British Columbia on December 9, 1919, succeeding Sir Frank Barnard. Colonel Prior was born in Yorkshire, England, in 1853, and came to British Columbia twenty years later. He sat in the British Columbia Legislature for two years from 1886; in January, 1888, was returned to the House of Commons by acclamation, being re-elected in the general elections of 1890, 1896, and 1900. He was sworn in as a member of the Privy Council and as controller of inland revenue in Sir Mackenzie Bowell's ministry in December, 1895, and held the same portfolio in Sir Charles Tupper's ministry, until its resignation in July of the following year.

Returning to Provincial politics in 1902, Colonel Prior was appointed Minister of Mines, and from November, 1902, to June, 1903, he was Premier of British Columbia.

Colonel Prior commanded the Fifth Regiment Canadian Garrison Auxiliary as lieutenant-colonel for eight years to 1896, and he was gazetted colonel in 1913. He commanded the Canadian Bisley team in 1890. He was president of E. G. Prior & Co., Ltd., a wholesale iron and hardware concern, and had been prominently connected with the mining industry.

Mr. James Hossack, Toronto, who has recently returned from a trip to the Pacific Coast stated to Hardware and Metal that he had seen Mr. Prior while in Victoria. Mr. Hossack confirms the reports that Mr. Prior always paid close attention to the hardware business in his capacity as president of E. G. Prior & Co., Ltd., and that he was well known and liked by the trade of the Province.



LATE HON. E. G. PRIOR

Lieutenant-Governor of British Columbit, and president of E. G. Prior Co., Ltd., wholesale hardware firm, whose death is announced. It is stated that despite his public responsibilities Mr. Prior always paid close attention to his hardware business, and was well known among the hardware trade of the coast province.

—Photo by courtesy International Press, Ltd.

Western Notes

Winnipeg.—J. K. McClellan, 177 Home Street, Winnipeg, sales manager of Clare Bros. Western, Limited, is recovering nicely from a severe attack of pleurisy and pneumonia.

Eston, Sask.—Moore's Hardware, Ltd., has been incorporated.

British American Oil Co. Buys Winnipeg Oil Co.

Winnipeg.—A large commercial transaction, just consummated, is the purchase of the assets and business of the Winnipeg Oil Company, Ltd., with its head office in Winnipeg and over 100 branches and distributing stations throughout the Prairie Provinces. The purchaser is the British American Oil Company, Ltd., of Toronto. By this deal the British American comes into the Western field with a business already developed.

Trade Conditions in the West

H. M. Senior, Trade Commissioner in Canada Completes Tour of West—Optimistic Over Possibilities of Trade Development.

"I HAVE the utmost confidence toward a considerable increase in trade within the Empire from Western Canada, and especially from Vancouver and British Columbia generally," said Capt. Evan J. Edwards, H. M. Senior Trade Commissioner in Canada and Newfoundland, on his return from a month's trip through the West in the interests of Empire trade.

Capt. Edwards was joined by Mr. L. B. Beale, British Trade Commissioner here, who accompanied him to the Coast and back, during which time he visited Regina, Saskatoon, Edmonton, Calgary, Victoria, Vancouver, and other centres, making over a score of addresses on trade matters. Everywhere he found the same interest in Empire trade extension, and was entertained by the various lieutenant-governors of the provinces, premiers and governments, with the boards of trade and similar mercantile organizations.

"I found the western people keen to get information regarding the Canada-West Indies trade agreement, which affects them considerably," said Capt. Edwards. "They were quick to see the possibilities of trade both ways with these British islands either from the Pacific or Atlantic coasts, and in a number of discussions methods were pointed out by which the trade of Western Canada could be materially increased with the West Indies, to their mutual profit. This was especially the case at Vancouver, which has such splendid opportunities for trade development, either through the Panama Canal, across the Pacific to Australia or New Zealand, or by rail to the west. They were very anxious there to secure a British trade commissioner and I was glad to be able to inform them before I left of a cable I had received from the British Government authorizing the opening of such a trade office there."

Capt. Edwards said he found the general feeling in the West optimistic to a degree, and an absence of resentment at the failure of the British authorities to buy up their wheat, understanding that this was due to adverse rate of exchange coupled with present prices.

Last Minute Christmas Ad. Suggestions

Important to Keep Up the Advertising During Rush of Last Week's Christmas Shopping—Practical Value of Gifts Being Emphasized This Year.

"GIVE USEFUL GIFTS," says an ad. by Hall Bros., Cornwall, Ont., which shows a series of neat illustrations throughout, dealing with the following lines:—Tools for the industrious boy or a good pair of automobile skates, snowshoes, hockey sticks, pucks, etc. For the man are suggested safety razors, shaving brushes, razor strops. "The most welcome gift for man or boy—a pocket knife," it continues. "A good pocket knife will always be a popular gift article because it is practical, it's lasting, it's useful—a gift that can be used every day in the year. Let us help you to make a selection. "A SLED FOR XMAS." Give the children one of these good, durable sleds and let them enjoy the season to the fullest extent. "WHAT BETTER GIFT THAN ONE OF THESE CARVING SETS?" "SILVERWARE, THE LASTING GIFT." When you buy silverware for gift you can select it with the thought of permanence in mind. The ad. also deals with manicure, sewing and buttonhole scissors for Christmas giving.

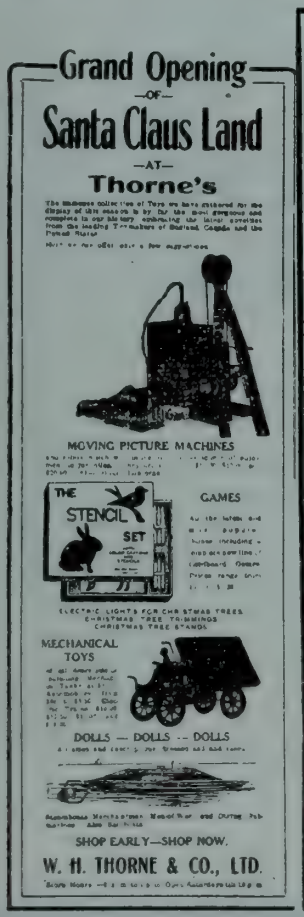
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"MAKE IT A USEFUL GIFT." The matter of utility is again emphasized in a Xmas ad. by Smith Hardware Co., Cornwall, Ont., which announced to all persons purchasing goods from a list quoted, to the value of $10 or more at one time, a vacuum bottle will be given free. The list of gift suggestions includes razors, shaving brushes, scissors, knives, clocks, thermos bottles, vacuum bottles, carving sets, horse blankets, sleigh bells, churns, washing machines, wringers, electric irons, meat choppers, floor mops, rifles and guns, skates, flashlights, gloves and mitts. This is truly a splendid array of gift suggestions which should appeal to any member of the family.

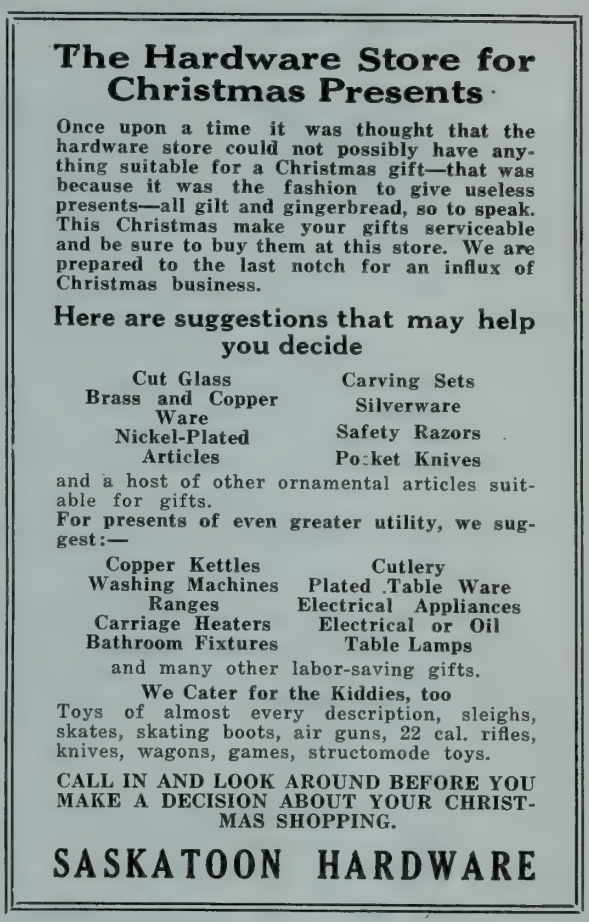
"TO ONE ANOTHER AT HOME OR TO YOUR FRIENDS, WHY NOT SELECT FROM OUR SENSIBLE GIFT ARTICLES FOR THE HOUSEHOLD?" is the introduction on a Christmas ad. by Rice Lewis & Son, Ltd., Toronto, which continues. "They are not nearly so prosaic as they sound, these household utilities considered in gift terms. Indeed, to the people who are giving permanent things this Xmas, our Household Appliances Department opens up practically unlimited possibilities.

Here the problem of what to give resolves itself into the question of what to choose, so extensive are these assortments. And with whatever is chosen goes the assurance of fine quality, of service, of thorough dependableness, adding immeasurably to the value of the gift and to the pleasure of giving it."

The ad. lists carving sets, silverware, electrical appliances, fireplace furnishings, art brass and copper ware, aluminumware, glassware, thermos bottles, cut glass, ivory goods, watches, pencils, tool chests, skates, winter sporting goods, auto robes, auto accessories, as suitable gift lines.







"Hardware and Metal Christmas Window Contest"

Rules Governing the Christmas Window Contest



Eight prizes will be offered by **Hardware and Metal** for the best window displays of Christmas lines as arranged for this year's trade by hardware merchants or clerks.

The contest is open to anyone engaged in the retail hardware business in Canada and the displays will be given a fair and authoritative judgment.

The essential point to keep in mind is that the display will be judged on its effectiveness as a business puller. Many points outlined in past issues of Hardware and Metal as to most effective window trims should be kept in mind in arranging the contest display. Attractiveness without effectiveness is of little use in a window trim.

Arrange a window which will, literally, draw the passers-by right into your store, then send a photo of it to be entered in the contest.

THE EIGHT CASH PRIZES

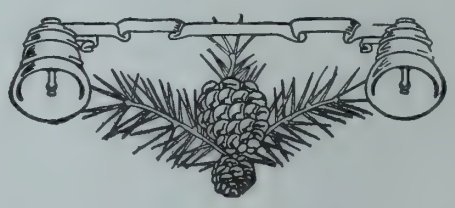
Places under 5,000		Places 5,000 and over	
First prize	$10.00	First prize	$10.00
Second prize	5.00	Second prize	5.00
Third prize	3.00	Third prize	3.00
Fourth prize	2.00	Fourth prize	2.00

Dealers in small communities have just as much chance under this arrangement as those in larger districts. Getting selling ideas into the display is what counts.

The contest closes on Saturday, January 1. Photos received after that date will not be entered unless there is proof that they have been delayed in transit.

All matter must be addressed to The Editor, Hardware and Metal, 143 University Avenue, Toronto. and marked "For Christmas Window Contest."

Don't overlook the prizes and the honor of winning one.



"Hardware and Metal Christmas Window Contest"

Only Two More Weeks to Get Your Entry In



THERE is yet time for you to have a photograph taken of your best Christmas display and have it entered in Hardware and Metal Christmas Window Contest. Entries will be received until Saturday, January 1. There will be a large representation of the most progressive hardware merchants in Canada in the contest this year and you will feel proud to be numbered among them. There are eight prizes to be won and honorable mention will be given in Hardware and Metal of all deserving entries. In order to

Encourage Your Clerks

let them enter a photo of their best Christmas display. Such an entry will show them how their ideas compare with others in the trade. A judgment of their efforts will probably help them to improve their ability at window trimming and everyone stands to gain thereby.

This contest has aroused a great deal of interest among all branches of the trade in past years, and this year it promises to be a keener contest than ever before. Last year's prize winners are going to try and hold the field, while some new entries are coming forward to challenge previous winners.

Read the rules of the contest, then have a photo taken of your best display of Christmas goods and see that it is entered in time for this important contest. Do it Now.



Events in the Trade

Fire Loss

Dundas, Ont.—F. A. Nelson, plumber, suffered fire loss.

Personal

Montreal.—Mr. Sweeny, of Samuel Trees & Co., Toronto, was a visitor in Montreal, calling on the trade.

Montreal.—J. E. Hinds, representing the L. S. Starrett Co., Athol, Mass., was a visitor in Montreal this week.

Montreal.—E. M. Thurber, Nicholson File Co., Port Hope, visited the trade this week.

Montreal.—Mr. Horton and Mr. McKay, of the John Morrow Screw & Nut Co., Ingersoll, Ont., called on the jobbers in Montreal.

Montreal.—Mr. Jones, superintendent Canadian Yale & Towne, Limited, St. Catharines, called on the trade in Montreal this week.

Death of Pioneer Hardware Merchant

Woodbridge. — Robert Patterson, a pioneer merchant of Creemore, Ontario, is dead in his eighty-sixth year. He had been visiting in Woodbridge for about two months previous to his death.

Mr. Patterson was the oldest citizen of Creemore. He founded a hardware and harness business more than half a century ago, which his son, Oscar Patterson, is now conducting.

Hardwareman Vice-President of Building Industries

Ottawa.—The Ottawa branch of the Canadian Builders and Construction Industries held their annual meeting recently, when Mr. G. B. Greene was re-elected president. Messrs. W. A. Rankin, J. R. Douglas, A. C. Ross vice-presidents, G. A. Crain honorary secretary, E. M. Barrett honorary treasurer, Messrs. H. W. Brooks, W. A. Mattice, H. L. Allan, E. D. Spence, Victor Hall, H. Peel, H. Graham, G. R. Murphy, A. K. Mills, G. T. Green and W. J. Carson, board of directors. Representatives to the Industrial Council appointed: Messrs. H. Graham, J. S. Adamson, H. L. Allan, J. R. Douglas, and G. A. Crain. The labor committee is composed of the following members: Messrs. H. J. Graham, G. A. Crain, J. R. Douglas, T. McLaughlin, J. S. Adamson, J. R. Murphy, S. F. Smith, H. Cooper, Mr. E. M. Barrett was nominated as councillor for the Board of Trade.

Walter Woods & Co. Pass the Half Century Mark

Hamilton, Ont. (Special). — Walter Woods & Co., Hamilton, Ont., have just passed their half-century mark in their business. Walter Woods, the president



WALTER WOODS,
President and founder of Walter Woods & Co., manufacturers, Hamilton and Winnipeg.

of the company, started in business in Brantford in 1870, in a small way, glassware being his chief line.

He moved to Hamilton in 1874, taking up the jobbing of woodenware and the manufacturing of brooms. The first factory and warehouse was located in Maiden's Lane, which is now called Jackson Street. Later the business was moved to King Street East, then to McNabb Street, in their present location, but occupying small premises. Their place of business has grown with their business.

Brooms for a great many years comprised the major portion of their business and were sold through the wholesalers only. Today they go direct to the retail trade with thirty salesmen on the road travelling out from Hamilton and Winnipeg.

Mr. Woods points with pride to his line of brooms, claiming that he is making the same brands of brooms today that he made the first year of his business in the broom manufacturing industry and says the quality is exactly the same.

Western Ontario News

Harry Abel of the Brownlee Hardware, London, Ont., was elected Senior Deacon at the annual meeting of King Solomon Masonic Lodge.

* * *

Major W. J. Heaman, hardware merchant, of Exeter, Ont., attended the fifth annual reunion of the officers of the 161st Huron County Overseas Battalion, held in the rooms of the Clinton Club, at Clinton, on Monday.

* * *

The hardware and general store of Matthew Humphrey, Dawn Valley, Ont., was destroyed by fire on Thursday evening. It will probably be rebuilt immediately.

* * *

At the annual meeting of Union Masonic lodge of London, Ont., on Tuesday evening, Joseph Carson, of the London branch of the Dunlop Tire and Rubber Goods Co., was elected Worshipful Master.

* * *

An auto truck owned by J. A. Adam, hardware merchant at St. Marys, ran wild and without anyone in control dashed down a steep embankment into the mill dam where it overturned in several feet of water. With considerable difficulty it was recovered and is little the worse for the adventure.

* * *

A sale of home cooking held in the store of the St. Mary's Hardware, at St. Mary's, Ont., attracted large crowds. The proceeds of the sale were turned over to provide Christmas cheer for the Children's Home at Stratford. The management took advantage of the sale to display quantities of merchandise suitable for Christmas gifts.

New Industry for Trenton

Trenton.—Trenton electors at the municipal election will vote upon a by-law to encourage an industry for manufacturing of silver plated ware and other metal goods by the Benedict Manufacturing Co. of Syracuse by giving it a fixed assessment. The company is to pay out in wages yearly from $20,000 to $50,000.

Appointed Selling Agents

Toronto.—G. S. Whittaker & Company, 117 Wellington Street West, Toronto, have been appointed selling agents in Ontario for the Dominion Tack & Nail Co., Galt, Ont.

W. G. Harris, Sr., Confident Regarding Outlook

Toronto.—W. G. Harris, Sr., president Canada Metal Co., Ltd., who has just returned from a trip to the Maritime Provinces, when asked for his opinion regarding the future business outlook, stated that so far as the Maritime Provinces are concerned the outlook was never brighter. Mr. Harris expressed the view that business may be quiet in some lines for the next couple of months, but Canada is on a sound foundation and a large volume of business will come along during the early spring. Mr. Harris is of the opinion that a reduction in the price of building material, such as brick, lumber, etc., would prove an almost immediate stimulant in the building trade. When asked regarding business in the many lines manufactured by his company, Mr. Harris was very confident of the future and referred to extensions of his plant, which are now under way.

British Empire Steel Corporation Plan May Be Abandoned

Montreal.—While no official information is forthcoming, financial circles here believe that the British Empire Steel consolidation has been abandoned.

This ambitious undertaking was projected about a year ago by Col. W. Grant Morden, and included three big companies, Dominion Steel, Nova Scotia Steel and Canada Steamship Lines.

Some authoritative announcement in connection with the consolidation will be made later, pending which matters will remain in statu quo for the present, so far as the general public, at least, is concerned.

The defection of any one of the three pivoted companies, Dominion Steel, Scotia and Canada Steamship Lines, means the end of the merger agreement, since the advent to the consolidation of each of the companies was made contingent upon that of the two others. No modification of the original plans was possible, it is understood, under the terms of the agreement.

Montreal Metal and Hardware Association Meeting

Montreal.—The annual meeting of the Metal and Hardware Association of the Montreal Board of Trade has elected the following officers for the ensuing year: President, Edward Goodwill, vice-president Thos. Davidson Mfg. Co., Ltd., Montreal; vice-president, Colonel Robert Starke, Starke-Seybold Co., Montreal; treasurer, W. J. Hayes; directors, A. Jennnotte, T. McHutchinson, A. A. Robertson and W. Beverley Robinson.



EDWARD GOODWILL

Vice-President of Thos. Davidson Mfg. Co., Ltd., Montreal, who has been elected president of the Metal and Hardware Association of the Montreal Board of Trade.

This organization was formed on Feb. 12, 1894, as it was felt desirable that all firms in the Province of Quebec doing business at wholesale in shelf and heavy hardware, or as agents for Canadian or foreign manufacturers of these goods, and manufacturers of pig iron and of rolling mills, iron foundries and iron workers form themselves into a branch association of the Board of Trade.

The organization works along very broad lines to bring up to the members at various times throughout the year questions which have a general effect upon the metal and hardware trade.

At the last meeting a committee was appointed to be in readiness and to watch closely the freight rates case, and to co-operate with the General Transportation Committee of the Board of Trade.

Industry for London

London, Ont.—Ald. John Bridge, president of the Chamber of Commerce, announced that negotiations have been successfully concluded with an American metal products company which will establish a plant in London as soon as possible. The company has authorized the Chamber of Commerce to secure a site with a view of commencing factory construction shortly after the New Year. The company will employ several hundred hands.

Montreal Objects to Luxury Tax

Montreal.—The abolition of the luxury tax is being earnestly considered by many Montreal organizations, who recognize, however, that the government must have revenue, and who are anxiously seeking a tax to replace it without the recognized faults of the luxury tax. Among methods suggested so far merchants favor two schemes. The first is a one per cent. tax on the turnover of all retailers. The other suggestion, which meets better the desires of retailers, is to increase the present sales tax of one per cent. on manufacturers and wholesalers by a quarter of one per cent. It is thought that the latter suggestion would be better. If it is put in force, it is said that the imports tax of two per cent. would have to be correspondingly raised.

Challenge Last Year's Prize Winners



Some new entries will be in the Hardware and Metal Christmas Window Contest this year to challenge the winners of last year's honors. Competition is becoming keen as the end of the contest approaches. There are only two weeks left—your photo should be in our hands by Saturday, January 1—so in the Christmas rush do not overlook arranging for a photograph of your best Christmas display and send it in to Hardware and Metal. You will be proud to compete with the class of hardware merchants who will have entries in this year's contest and you may have the honor of beating them all. There are eight prizes to be won and you have as good a chance as anyone, providing you act quickly. See the special announcement in this issue.

Steel Co. Closes Some Furnaces

Hamilton.—Seven of the eleven furnaces of the open-hearth department of the Steel Co. of Canada have been closed down.

The open-hearth department is said to be the basic factor of the plant, and with more than half of the furnaces there closed down, the whole plant will be more or less affected, especially the rolling mill, it was stated.

Imports Showing Big Increase

Ottawa.—An increase of $283,843,799 in the grand total of Canadian trade is shown by the monthly statement from the Customs Department covering eight months of the fiscal year which ended on November 30. The grand total of exports and imports for the eight-month period this year is $1,759,206,440, and for the same period last year this total was $1,475,362,641.

The big end of the increase is due to the fact that imports for the eight-month period this year are much larger than they were in 1919. Foreign goods to the total value of $917,445,225 were brought into Canada up to the end of November, while a year ago the importation of this class of commodities was valued at only $636,389,167. The duty collected this year amounts already to $133,921,028, as compared with $114,029,005.

Exports of domestic goods during the eight months this year also reached a higher figure than they did during the same period a year ago, the increase amounting to $17,332,824. The total value of domestic exports from Canada during the eight months ending November 30 was $825,636,394, while during the same period a year ago this figure was $808,303,570.

The Skate Situation

The skate situation, as far as manufacturers are concerned, is considerably easier this year than in some seasons past, according to information given to Hardware and Metal by Mr. Morrow, Canada Cycle & Motor Co., Toronto. Two years ago a soft winter was experienced and preparations had been made for a big skate season, the result was that advance orders placed in January and February following were light as retailers were somewhat nervous. Last year was a good sharp season and advance orders placed last January and February were in good volume. The shortage of supplies experienced last year is not expected to be so apparent this year and a fair stock for sorting orders is on hand. While in most parts of Ontario the season is not yet favorable other parts of the country are experiencing good skating weather and supplies will move out quickly once skating weather comes generally.

Preliminary Outline of O.R.H.A. Convention Program

The program is now under way for the annual convention of the Ontario Retail Hardware Association, to be held in Hamilton, from February 14-17. The full program will be outlined in next week's issue of Hardware and Metal, but some of the special features are of such an interesting nature that they are briefly refered to herewith. The Hamilton Armories has been secured for exhibits. Addresses will be given by prominent manufacturers, wholesalers and retailers on trade subjects. Other interesting points to be discussed will deal with "mutual fire insurance," "the luxury taxes," "chain stores," "co-operative buying." Addresses will be given by salesmen at the exhibits. There will also be a moving picture story of the process of manufacturing rope and binder twines. This is said to be one of the best films ever shown on the subject. There will be additional features in the way of smokers' banquets, etc.

The underlying idea of the program for this convention is to give all members a chance to take part in the proceedings and encourage discussion among members themselves. Watch for complete details next week.

Railways Must Adjust Prepayment Clause

Ottawa.—Notice is served on the railway companies of Canada by the Board of Railway Commissioners that some solution must be found by them for the prepayment of freight problem. The refusal of Canadian railways to accept prepayment of freight consigned to United States points, thus forcing the Canadian shipper to pay the whole haul in United States funds, has been responsible, said Chief Commissioner Carvell, for a storm of protests from business interests in Canada. The board had decided that a solution must be found.

"If the railways cannot get together and find a solution," he said, "I must tell them that one will be found, and one that they will not like. I am not pointing out the settlement, but as far as I can see the only solution seems to be that payment be made for the Canadian end of the haul in Canadian money, and for the United States end in United States currency. If this is the only solution it may mean smashing the joint through rates, but if that is necessary to solve the problem it must be done."

British Magneto Industry in Peril

Mr. F. A. Macquisten, K.C., M.P., British Parliament, has raised a question with reference to the importation of magnetos from Germany. He says that, owing to the exchange, German magnetos are being dumped at a figure below the cost of material to the British manufacturer, and that in consequence one-half, or 7,000 employees are out of work and the rest on half time. Further, he is aware that the German Bosch manufacturer, over and above the favorable handicap of the exchange, is selling below cost as he did before the war to exterminate the British maker as he did in pre-war days.

Retailers Want Parcel Post Rates Increased

Ottawa.—Because freight rates have gone up and express rates are likely to do so, as a result of the hearing just concluded, representations are being made that the parcel postage ought likewise to be increased. This view is being put forward, particularly by retail merchants, who claim that the mail order houses are not only cutting extensively into local trade, but also that they are getting a service below cost. The volume of parcel post business is increasing very materially, and the doubling of the registration charge has been followed by an increase rather than a decrease in parcels sent with that security.

Form Niagara Metal Stamping Corporation

Niagara Falls, N.Y.—The Niagara Metal Stamping Corporation has taken over the plant and business of the Niagare Falls Metal Stamping Works, manufacturers of hardware specialties. Mr. Charles R. Robinson, formerly vice-president of the Lackawanna Steel Co., is president of the new firm and Mr. Eliot Armstrong, who was associated with him, is vice-president of the new

U. S. Cutlery Firms Plan to Overcome Effect of Exchange.

Washington.—Cutlery manufacturers appeared before the Ways and Means Committee and urged that the difference in the rate of exchange between this and foreign countries should be added to the present duties in order to prevent foreign countries, especially Germany, dumping their products on the American markets.

It was pointed out that goods manufactured in Germany were now coming into the United States under the Underwood tariff and the operation of the difference in exchange at prices almost below the cost of manufacture in the United States.

Witnesses said that unless some plans were adopted to equalize the difference between costs abroad and here the American markets would be filled with foreign-made goods and bankruptcy would follow in the United States. They declared that something must be done immediately to stabilize the American market and equalize the difference of cost between that made abroad and that made at home.

Twenty Years Ago

Items of interest reprinted from the Hardware and Metal file of December 22, 1900:

"In the passing away of James Robertson, founder and president of the James Robertson Co., Ltd., Montreal, Toronto, Winnipeg and St. John, N.B., who died at his home in Montreal on Tuesday afternoon, the Canadian hardware and plumbing trade loses one of its most enterprising and honorable members."

* * *

"The Montreal Manufacturers' Association was formally merged into the Canadian Manufacturers' Association at a meeting of the members of the former association, held in the council-room of the board of trade last Friday afternoon. Frank Paul was in the chair. It was moved by J. J. McGill and seconded by J. A. Pillow that the report of the executive committee recommending the amalgamation be adopted. The following were elected to the executive of the C. M. A. for Montreal: Frank Paul, (chairman), W. McMaster, P. Galibert, J. T. Hagar, G. Esplin, W. Hooper, G. W. Sadler, R. Monroe, J. J. McGill, J. D. Rolland, J. A. Pillow, F. McDougall, J. Shearer, M. A. Haig Sims, W. W. Watson, C. R. Whitehead, C. C. Ballantyne, James Davidson, J. McFarlane, H. Miles and W. Roach."

* * *

"The showrooms of the McClary Mfg. Co., London, just now present an appearance more in keeping with a dairy produce business than with any lines connected with the tin or stove trade. They are gathering together an immense amount of turkeys to be distributed among their employees. They have purchased over four tons of turkeys to be given away on Saturday, December 22."

* * *

"Purdy, Mansell & Co., plumbers, Toronto, have contracts for plumbing and steamheating in the new Technical School, College St."

* * *

"The Dundas Axe Works, Dundas, Ont., are adopting new styles and shapes this year."

* * *

"The highest honor that the members of the Dominion Commercial Travellers' Association have in their power to bestow is the presidency of their association. Last Saturday this gift changed hands, Mr. Thomas L. Paton being made the fortunate possessor by a substantial majority of votes."

Prospects for Declines on Stoves Said to Be Remote

MONTREAL.—That despite the fact that the general tendency today is toward lower prices there are some lines of merchandise which will not be affected for a considerable period of time is the opinion expressed to Hardware and Metal by Mr. Edward Goodwill, vice-president Thos. Davidson Mfg. Co., Ltd., Montreal. Mr. Goodwill is of the opinion that prospects for declines in prices on stoves and ranges and wares are very remote, though readjustments on some particular lines will undoubtedly be made. General declines are not to be expected.

"It has been many months since manufacturers have advanced prices and even then the advances were not in proportion to the increased costs. Since then there have been further increases in costs of production but in anticipation of changed conditions, which are now coming about, selling prices were not changed," said Mr. Goodwill.

"The principal factors contributing to these increased costs are not only raw materials, but higher wages, freight rates, etc., and these must, therefore, decline before there can be a revision of prices downward."

"Sales are normal considering the season of the year, and the outlook for 1921 is very bright with a good feeling of optimism and a determination to aggressively solicit business throughout the trade.

"Dealers are buying their requirements for immediate consumption and sorting up stocks more frequently than formerly, which means that the manufacturers will carry the stocks. This indicates that dealers are exercising caution in buying, which is very commendable, and undoubtedly will tend to keep the hardware trade in a healthy condition. The dealers must, however, anticipate their requirements at certain seasons of the year, otherwise there will be shortages, making it impossible to have their orders filled in time to keep their stocks sorted up properly. This must be guarded against in the demand for goods for spring delivery.

"The trade is well advised to give particular care to their collections and see that they are kept up to date, in fact, to sell for cash as much as possible."

Discuss Sisal Fibre Prices

WHAT is reported to be one of the most important conferences relating to Mexican sisal market conditions was held about two weeks ago in Merida, Yucatan, Mexico. These conferences were said to have been participated in by not only planters and the largest independent shipper of sisal from Mexico, but also two representatives of important interests in the United States who had journeyed to Yucatan, the latter interests being the International Harvester Company and Henry W. Peabody & Co., who supply the sisal fibre used by the Plymouth Cordage Company.

The Chamber of Agriculture of Yucatan appointed a special committee of three prominent planters for the purpose of bringing all interested parties together so that an understanding could be arrived at that would end the present low prices of sisal fibre that were being paid by all the buyers in Yucatan. Present taxes and railroad freight rates being taken into consideration, it was generally conceded in Yucatan that the prices that were then prevailing in Yucatan were far below the cost of production.

What the plan of the committee may be is not known completely, if, indeed, the committee began its work with any completely formulated plan. However, it is stated, the general idea that the planters have in view is to take care of the old stock and at the same time to have the new production taken from the planters on a price basis that will be more remunerative than prevailing prices. Whether this can be done or not is, of course, to be determined by future events.

Brockville Plant Now Ready

Brockville, Ont.—Brockville's new industrial plant of Machinery & Foundries, Ltd., is almost ready for operation. General foundry and machine shop products will be turned out, and there will be special attention paid to the manufacture of both power and hand pumps. The cost of constructing the plant will be about $75,000. Messrs. W. Macleod Gardner, managing director, and G. E. Purkis, secretary-treasurer, have been connected with Canada Foundries & Forgings, Ltd., for a number of years.

Toronto.—W. A. David, of the firm of Baines and David, iron merchants, 98 Esplanade, Toronto, has this week returned from a trip to England. Mr. David has been away for five or six weeks. He was accompanied home by his wife and daughters, who have been visiting in the Old Country.

Toronto.—T. F. Moneypenny, Imperial Varnish and Color Co., Toronto, was chosen as official representing Canada in the election of officers of the National Paint, Oil and Varnish Association at the convention in St. Louis.

Letters to the Editor

Communications expressing the opinions of subscribers concerning matters of interest to the trade.

The Editor Hardware & Metal,
Toronto.

Dear Sir:—

In Hardware and Metal of issue of November 20th, it is stated that retailers do not have to take out manufacturers' license. Since that time the daily papers have stated that tinsmiths come under the regulations and require the license. We keep a repair man who does odd jobs of gas fitting, and eave trough work as well as his shop duties. For spare time he makes stove pipe and an occasional smoke stack, etc. Can you advise us if we are required to take out the license on this account, or whether the regular retailer's license is sufficient. We believe that 95 per cent. of our business is retail and no goods are made to sell to anyone but consumers. Thanking you in advance, we are,

Yours truly,
A. R. Wright & Sons,
Port Burwell, Ont.

(Answer).—The question of whether a hardware merchant operating a tin shop in which certain lines are manufactured, even though on a small scale, can be classed as a manufacturer is fully dealt with in December 11th issue of Hardware and Metal. No doubt according to the present government regulation such a retailer is classed as a manufacturer and compelled to take out a manufacturer's license and collect a 2 per cent. sales tax on such lines as are manufactured. However, the Retail Merchants' Association is having a test case arranged and in the meantime the officials of the association say they have been assured by the Department of Inland Revenue that no prosecutions other than the test case will be made until the result is known. In any event you are protected either way. If you take out the license and the ruling is not upheld, assurance has been given that the amount of the license fee and the amount of tax collected will be refunded. It is, therefore, merely a question of which plan the individual merchant decides to follow. Information will be given from time to time in Hardware and Metal and as soon as the test case has been made information will be outlined as to what it expected of the trade.

What Newspapers Say

Excerpts from the newspapers showing their trend of thought concerning hardware interests.

HARDWARE COSTS

"Building activity is stifled by high costs. For instance, turpentine, an essential in paint operation, is 85 cents a gallon wholesale, in New York, and until recently, at any rate, was 60 cents a pint retail in Toronto. Hardware has shown no inclination to come down, like textiles and foodstuffs. Last year the Dominion Government devoted $25,000,000 for loans in housing. The further provision of a similar sum on loan would be justified, because housing is needed, but the way costs were hoisted discourages attempts at further large scale financing of house construction. The average wage-earner finds housing costs, on their present basis, beyond his means."—Mail & Empire, Toronto.

Hardware LetterBox

Information on trade topics will be gladly supplied to subscribers through this department.

LEADER OAK STOVE

J. McCrindle, 1203 Dundas St. W., Toronto.—Can you give us the address of the manufacturers of the Leader Oak Stove?

Answer.—The makers are the Thos. Davidson Mfg. Co., Ltd., Montreal and Toronto.

MANN AXE.

J. L. Demers, Thetford Mines, Que.—Will you kindly inform us of the address of the manufacturer of the Mann Axe?

Answer.—The Mann Axe & Tool Co., Ltd., St. Stephen, N.B.

PAINT SPRAYERS

L. O. Charlesworth, Wheatley, Ont.—Could you give me the names of some manufacturers of paint-spraying machines?

Answer. — The following manufacture paint sprayers: Spraymotor Co., Ltd., London, Ont.; Eureka Planter Co., Ltd., Woodstock, Ont.; The Collins Mfg. Co., Ltd., Toronto, Ont.; F. E. Meyers & Bro., Ashland, Ohio.

SEARS CROSS SPEEDOMETER

M. St. Louis & Son, Crysler, Ont.—Will you kindly let us know where we can get repairs for the speedometer made by Sears, Cross Co.?

Answer.—The Toronto Speedometer Service Station, 151 Victoria St., Toronto, say they can supply some repairs for this speedometer. The makers are the Sears, Cross Co., 147 41st St., Brooklyn, N.Y.

Thos. Ellin & Co., Limited, Sheffield, have just issued a new catalogue on pocket knives. Half-tones are used to illustrate the knives described. This old-established house is well known to the trade, as is G. L. Cohoon, their Canadian representative, Montreal.

Trade Enquiries

Names and addresses of enquirers can be obtained only by those interested in such lines upon application to Hardware and Metal. Please quote reference number when requiring addresses.

2499. **Beaver board.**—A Nottingham firm are prepared to consider offers of beaver board.

2501. **Asbestos.**—A Nottingham firm are open to consider offers of fibre and sheet asbestos, washers and packings.

2502. **Graphite.** — A Nottingham firm would like to receive prices and samples of any Canadian graphite that may be on offer.

2503. **Oils.**—A Nottingham firm are prepared to consider offers of fish oils.

2504. **Oils.**—A Nottingham firm are interested in the importation of lard oils, engine and lubricating oils.

2508. **Paints and varnishes.**—A firm of merchants and commission agents in Constantinople desire to receive particulars from Canadian exporters of paints and varnishes.

2509. **Nails, bolts and nuts.**—An Edinburgh firm want to order self-colored or galvanized wire roofing screw nails and bolts and nuts as per samples presently at Commercial Intelligence Branch, Department of Trade and Commerce, Ottawa.

2510. **Enamelled ware.** — A Nottingham firm are in the market for domestic enamelled ware.

2511. **General hardware.**—A Nottingham firm inquire for all kinds of labor-saving goods in the character of domestic hardware.

2512. **Small tools, machine tools, grinding wheels, vises, etc.**—A Sydney agent desires to hear from Canadian manufacturers regarding the above tools.

2513. **Washing machines.**—A Nottingham firm are in the market for washing machines.

2514. **General hardwae lines, etc.**—A firm in Trinidad conducting a commission business on a large scale, with good connections, wish to secure Canadian agencies for cement, enamel and glass ware, and general hardware lines.

2530. **Representation in Jamaica.** — A commission agent in Kingston, Jamaica, desires to get into communication with Canadian manufacturers of any of the following lines who are not already represented in Jamaica: cast-iron pipes for water, steel pipes for water, galvanized wrought iron pipes for water and gas, earthenware pipes and fittings, shovels, spades. References.

2518. **Metals.**—A firm of merchants and commission agents in Constantinople desire to receive particulars from Canadian exporters of metals in general.

2520. **Electric globes.**—A London company wish to purchase electric globes for shipment to New Zealand and Australia, and invite catalogues from Canadian manufacturers of same.

2521-2522. **Electrical apparatus.** — Two firms in Constantinople — one a British house with extensive connections—desire to receive particulars from Canadian suppliers of electrical apparatus of all kinds, with a view to the future developments of this trade.

2523. **Electric lamps.** — A firm of merchants and commission agents in Constantinople desire to receive particulars from Canadian exporters of electric lamps.

2524. **Insulated wire and cables.**—A firm of merchants and commission agents in Constantinople desire to receive particulars from Canadian exporters of insulated wire and cables of all dimensions.

STOVE INTERESTS PRESENT THEIR CASE

Continued from page 59

No. 12 Hero Oak	15.00	18.00
No. 14 Hero Oak	18.65	21.00
No. 16 Hero Oak	22.85	25.00
No. 18 Hero Oak	27.20	30.00

The Enterprise Foundry Co., Sackville.
Chas. Fawcett Ltd., Sackville.
Record Foundry Co., Moncton.
McLean, Holt & Co., St. John.
Amherst Foundry Co., Amherst.
The Windsor Foundry Co., Windsor.
The New Burrell Johnson Iron Co., Yarmouth.
Lunenburg Foundry Co., Lunenburg.
Hillis & Sons, Ltd., Halifax.
Shaw & Mason, Ltd., Sydney.
Thompson & Sutherland Ltd., Sydney.
Smith Foundry Co., Fredericton.
The Doherty Mfg. Co., Sarnia.
The Thomas Davidson Mfg. Co., Montreal.
The D. Moore Co., Limited, Hamilton.
The Beach Foundry Co., Ltd., Ottawa.
The McClary Mfg. Co., Ltd., London.
Western Foundry Co., Ltd., Wingham.
The Gurney Foundry Co., Ltd., Toronto.
Clare Bros. & Co., Limited, Preston.
Jas. Stewart Mfg. Co., Ltd., Woodstock.
Findlay Bros., Ltd., Carleton Place.
Empire Stove & Foundry Co., Owen Sound.
Penetang Foundry Co., Penetang.
Tudhope Anderson, Limited, Orillia.
Guelph Stove Co., Ltd., Guelph.
Burrow Stewart & Milne, Ltd., Hamilton.
Hamilton Stove & Heater Co., Hamilton.
Canadian Stove Co., Grimsby.
Moffats, Limited, Weston.
Adam Hall, Ltd., Peterborough.
Jas. Smart Mfg. Co., Ltd., Brockville.
National Stove Co., Morrisburg.
Lamarre & Co., Limited, St. Remi, Que.
Bedford Stove Co., Bedford, Que.
Terreau & Racine, Quebec.
A. Belanger & Co., Ltd., Montmagny, Que.
Hall Zryd Foundry Co., Hespeler.
Galt Stove & Furnace Co., Limited, Galt.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

A DECLINE has taken place in the price of coal oil which has been stationary for the past five months, but gasoline prices remain unchanged. Tractor oil prices show a slight reduction.

Fewer price changes are noted this week and most of the alterations are on lines such as bar iron and steel, sheets and plates and ingot metals, which show slight reductions.

Revisions made in pipe fittings show some small reductions, but pipe continues to hold firmly. Bar iron and steel have an easier tone and reductions have been made in the price of sheets and plates. Some ingot metals, including tin, have declined, and lower quotations are made on solders. Waste materials continue to recede in price. The volume of business in seasonable lines continues good and many lines such as skates and hockey goods are still scarce.

Montreal Markets

MONTREAL, Dec. 16.—The changes in prices are fewer this week, but lower quotations are made on rope, cotton goods, and Stevens rifles. Prices of tire chains show a downward tendency and pipe fittings have been revised, with some lower prices.

Higher quotations are made on medium-priced hand saws and steel fry pans. Iron and steel sheets and plates are quieter and the tone is easier.

The volume of business is keeping up very satisfactorily and salesmen are still busy on the road. Seasonable lines are moving freely, but stocks of skates and hockey goods are scarce and many dealers will be disappointed at not having stocks at the present time.

Sharp Advance in Blind Hinges

Montreal.

BLIND HINGES. — Clarke's blind Hinges were advanced this week and jobbers are now quoting the following prices: No. 1, $2.80, No. 5, $4.00 per doz. sets.

Revision in Sisal Clothes Line

Montreal.

SISAL CLOTHES LINES. — These have declined in price to a slightly lower level. Prices are quoted: 30 ft., $0.90; 50 ft., $1.50.

New Prices on Dreadnaught Chains

Montreal.

DREADNAUGHT CHAINS.—A new price list has been issued to the trade, in which revisions downward are noted in some sizes.

30x3½, $6.75; 32x3½, $7.35; 31x4, $8.25; 32x4, $8.50; 33x4, $8.75; 34x4, $9.50; 32x4½, $9.75; 33x4½, $10; 34x4½, $10.25; 35x4½, $10.75; 36x4½, $11.25; 35x5, $12.25; 37x5, $13.25.

Cross Chains—3½ in., $13 per 100; 4 in., $15; 4½ in., $16; 5 in., $18; 5½ in., $20.

Imperial Chains—30x3½, $4.25.

The discounts are in small lots 25%, in lots of 10 sets 30% and in lots of 50 sets 33 1-3%.

Reduction in Price of Pipe Fittings

Montreal.

PIPE FITTINGS.—There has been a revision in the prices of pipe fittings downward, and jobbers are now quoting the following:

Malleable, 32½%; pound goods, 32½% adv.; bushings, cast, 12½%, malleable, 12½%; flanges, 12½%; plugs, 10%; flange unions, 2½% adv.

Expected Revision in Price of Blow Torches

Montreal.

BLOW TORCHES. — It is expected that there will be a considerable decline in the prices of blow torches, and manufacturers in the U. S. are preparing new schedule of prices and discounts.

Steel Fry Pans Are Higher

Montreal.

STEEL FRY PANS.—There has been an advance of about 10% in the price of steel fry pans. It is to be expected that there will be readjustments in the prices of this line of goods from time to time now.

Stevens Rifles Revised; Prices Lower

Montreal.

STEVENS RIFLES.—There has been a change in the prices of Stevens rifles, and these are now quoted at: No. 14, $8.00; No. 26, $9.75; No. 12, $11.75; No. 17, $14.25; No. 70, $21.00.

Cordage Registers Further Declines

Montreal.

CORDAGE.—A reduction of 1½c lb. on pure manilla and also on other grades of rope went into effect on the 9th of this month. A revision all the way through has been made, and it is very unlikely that prices will go lower. This low level is expected to stimulate the demand, and to meet competition of imported ropes. The following prices are now being quoted: pure manilla, 29½c lb.; beaver, 23c; sisal, 21s; lath-yarn, 21c.

Sheets and Plates Remain Unchanged

Montreal.

SHEETS AND PLATES.—Prices are unchanged and the demand is rather light owing to the desire to keep stocks down to the lowest possible point at this time of the year. Deliveries are now being made against old orders booked some months ago, which are sufficient to fill present needs.

BLACK SHEETS—		
10 gauge	....	8 00
12 gauge	....	8 25
14 gauge	....	8 50
16 gauge	....	8 50
18-20 gauge	....	9 40
22-24 gauge	....	9 50
26 gauge	....	9 55
28 gauge	....	9 70
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	13 00	13 50

28 gauge	12 75	13 25
26 gauge	12 50	13 00
22 to 24 gauge	12 40	12 85
20 gauge	12 25	12 65
18 gauge	12 25	12 65
16 gauge	12 05	12 45
14 gauge	....	11 35
12 gauge	....	11 20
English Standard—		
28 gauge	13 50	12 50
26 gauge	13 25	12 25
24 gauge	12 65	11 85
22 gauge	12 30	11 40
18 and 20 gauge	11 60	11 25

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Lead Products Remain Unchanged

Montreal.

LEAD PRODUCTS.—There has been no change in the situation on lead products and prices continue to remain firm. Business continues to be very quiet.

Lead pipe	0 14½
Lead waste	0 15½
Note.—Lead pipe is subject to a discount of 10%	
Lead traps and bends	Net list
Lead wool, lb.	0 14
Lead sheets, 2½ lbs.	0 11
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 10½
Do., 4 to 8 lbs. sq. ft.	0 09½
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 30½
Solder, strictly, lb.	0 28½
Solder, commercial, lb.	0 25½
Solder, wiping, lb.	0 25¼
Solder wire (8 gauge)—	
40-60	0 31¾
45-55	0 34
50-50	0 36
Zinc sheets, casks	0 16½
Do., broken lots	0 17½

Iron and Steel Quieting Down

Montreal.

IRON AND STEEL.—Owing to the season of the year business is tending to be quiet, and back orders are now being filled. There is little new business offering, but it is expected that orders will come in freely again after the first of the year.

IRON AND STEEL

Common bar iron, 100 lbs.	4 95
Refined iron	6 65
Iron finish machinery steel	5 25
Mild steel	5 30
Band steel	5 80
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	5 30
Tire steel	5 50
Toe calk steel	6 20
Harrow Tooth Steel	5 45
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

NOTE—Refined Iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

No Improvement Shown on Pipe

Montreal.

PIPE.—While the mills are busy and endeavoring to catch up with their orders, it is evident that the shortage in pipe will continue for some time. Jobbers have been unable to accumulate stocks, and the building that is expected in 1921 will cause a continued scarcity of this product. Prices remain unchanged.

Standard Buttweld Pipe

List No. 46
Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8.63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	23.74
2	28.31	34.97	32.01	38.67
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....

Standard Lapweld Pipe

Per 100 Ft.

	Steel Blk.	Steel Galv.	Gen. Wrought Iron Blk.	Gen. Wrought Iron Galv.
2	$32.01	$38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	76.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2.66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4.39	4.39	5.21

Hand Saws Advanced; A Correction

HAND SAWS.—In last week's report it was stated that in the medium and cheaper grades of hand saws there had been a decline of about 10%.

An error was made at the source of information, the report should have read "an advance of about 10%."

Metal Market Still Indicates Uneasiness

Montreal.

INGOT METALS.—The metal markets have shown further uneasiness, and the improved prices last week have receded again. The fact that metals are cheap has not caused buyers to place orders, and it is expected that the low prices will continue for a time.

TIN.—Has declined £15 per ton in London, chiefly owing to lack of response from the U. S. The market in New York is very depressed and buyers are still holding off. The tin plate mills are fairly well equipped with stocks and business is quiet. The price is quoted locally 43½c.

COPPER.—Has eased off in London, but has remained fairly steady in New York and there is no immediate prospect of prices going lower. The situation will right itself in time as the various mines curtail production, and this metal appears firmest of any at the moment. There is no change in prices locally and "Electro" is quoted at 19¼c and "casting" at 19c per lb.

LEAD.—Has had a further severe drop in London, having reached the lowest point registered since before the war. While this may not go much lower there is no immediate sign of any improvement, and sentiment is decidedly bearish. This will probaly be the last metal to recover. It is still quoted at 7½c.

SPELTER.—The strength which was in evidence last week has pretty well disappeared and the market is back to the level registered two weeks ago. We look for an irregular market in this metal but do not think that prices will go much below these figures. Prices of 8¼c per lb. is quoted locally.

ANTIMONY.—Owing to the severe decline in silver the price of Chinese has eased off further. This is however, now at a very low level, and will doubtless respond promptly to any improvement in silver. Price is quoted at 8¼c per lb.

ALUMINUM.—The market is featureless and price is quoted at 34c to 35c per pound.

Washing Machines Selling Freely

Montreal.

WASHING MACHINES. — A good demand is felt for electric washing machines, which are steadily increasing in sales. The public are realizing the advantages of using electrical appliances and they are now being given as practical Christmas gifts.

Toronto Markets

TORONTO, Dec. 16.—Changes are fewer this week in hardware commodities and alterations in prices are chiefly confined to metals, solder, sheets and bar iron. Coal oil has been reduced in price, making the first change since the end of July, when it advanced. Gasoline, however, is unchanged. Solder has been reduced still further and waste materials are down considerably. On bar iron and steel there are lower quotations and sheets are easier. In ingot metals tin and spelter show weakness and are lower. Trade is reported seasonably quiet with fair sales of holiday lines.

Bar Iron and Steel May Go Lower

Toronto.

BAR IRON AND STEEL.—The market is slowing down in bar iron and steel, although jobbers report a fair amount of business still. Stocks are in better shape at present and deliveries are easier and show a good improvement.

The decline in pig iron production in the U.S. for the month of November of 357,690 tons shows the curtailment of output in the iron and steel industry.

The decrease in steel ingot production for the same time was 377,312 tons. Further curtailment is expected this month, as many other blast furnaces are being blown out pending a more settled state of the market.

There is no quotable change in prices from last week's figures, but an easier tendency is observed at the mills, and though it has not reached the jobbers, it is probable that a further revision may take place shortly. Quotations are as follows:

IRON AND STEEL

Common bar steel, 3-16 in. and lighter	$ 5 50
Common bar steel, ¼ in. and heavier	5 00
Common bar iron, 3-16 in. and lighter	5 50
Common bar iron, ¼ in. and heavier	5 00
Horseshoe iron	6 00
Tire steel	5 95
Band steel	6 00
Spring steel	12 75
Mining drill steel	28 00
Sheet cast steel	20 00
Norway iron	15 00
Toe caulk iron	6 70
Sleigh shoe steel	6 00
Hoop steel	6 00

Canada Plate Should Go Lower

Toronto.

CANADA PLATE.—There have been several shipments made recently of Canada plate, but deliveries are uncertain. However the mills state they are in a position to accept orders for next season and will be able to promise delivery. Prices will be easier it is stated and there is some satisfaction in that, as at present quotations, where they can be had, are very high in comparison with other plate and sheets.

Prices are still only nominal and $13 to $13.50 is being asked in many places.

New Prices on Clothes Wringers

CLOTHES WRINGERS. — New prices have been issued on clothes wringers, except bench, and constitute a reduction of approximately 10 per cent.

The discount is still 20 per cent. and list prices are as follows:

CLOTHES WRINGERS—

	Per dozen
Domestic, 541E	$115 00
Favorite, 511E	105 00
Do., 512	112 00
Do., 514	133 00
Ottawa, 331E	105 00
Challenge, 311E	95 00
Gem, 131E	102 00
Sunlight, 111E	92 00
Royal Canadian	94 00
Warranty	115 00
Bicycle	105 00
Eze	102 00
Century	109 00
Rival	105 00
Eagle	101 00
Empress	92 00
Dominion	88 00

Discount from above, 20 per cent.

Freight equalized on half dozen and upwards, with Montreal, Kingston, Ottawa, Hamilton, Toronto, London and St. Marys.

WRINGER ROLLS

Size, 11 in. x 1¾ in., with cogs.

5 year, per dozen, list	$38 00
3 year, per dozen, list	33 00
1 year, per dozen, list	28 00

20% off above.

Add $6 per doz., list, for rolls with ball bearings.

No Changes Made on Wire Nails

Toronto.

NAILS.—There is no change in the nail situation. Deliveries are stated to be slowly improving and the demand is slightly smaller, but sales are fairly good for the season of the year.

Quotations are unchanged at $6.40 per keg, base, for wire nails, and $7.35 for cut nails.

Coal Oil Down One and a Half Cents

Toronto.

COAL OIL.—After remaining stationary for nearly five months coal oil has been shaded down in price. The reduction made this week amounts to one and a half cents a gallon and Royalite is now 28 cents, with Palacite quoted at 31 cents per gallon. The last change was late in July and was an advance of 2 cents.

Gasoline Prices Remain Unchanged

Toronto.

GASOLINE.—The price of gasoline has not been changed with coal oil prices and it is still quoted at 42 cents for motor grade.

Many looked to see a reduction in the price of gasoline as it was reported down in the U. S.

Tractor Oil is Quoted at 25 p.c. Off

Toronto.

TRACTOR OIL.—The quotations on Imperial kerosene tractor oil is $1.50 per gallon less 25 per cent. in place of 15 per cent.

Copper Wire Advanced: To $22.00 Base

Toronto.

COPPER WIRE.—A new price on copper wire electrical basis was announced.

Hardware & Metal Quoted the Prices Which Prevailed

IN the November 27 issue of Hardware and Metal, in the London market reports, prices were quoted on automobile tire chains. Complaints were received from the manufacturers of these lines and also from some jobbing houses, stating that Hardware and Metal's market reports must have been wrong as these prices were altogether too low and not in accordance with the list and prices being quoted by the manufacturers of these lines.

An investigation of the matter has proven that the prices which were quoted in Hardware and Metal at that date were the prices which were being quoted by the jobbing houses from whom the information was secured at that time. It has been explained that through an oversight or misunderstanding, the jobber quoting these prices had neglected to adopt new list prices which had previously come into effect.

We are making this explanation in order to correct an erroneous impression which exists in some places to the effect that Hardware and Metal's market report was not correct, and also to emphasize the fact that matters of this kind are very frequently coming up and the fact that a low price appears in Hardware and Metal does not necessarily mean that Hardware and Metal has made a mistake. We are all liable to make errors and also glad to make corrections when errors occur. At the same time it is well to understand that there are always two sides to a story.

Hardware and Metal market editors try to give information regarding conditions and prices exactly as they find them. If some firm is quoting a price which is considerably lower than the regular market and which perhaps is even too low under conditions existing at the time, these prices, if quoted by a reputable firm, will in all probability find their way into the market reports. Subscribers to our paper receive the first consideration and the market reports are published for their benefit.

A few months ago a hardware merchant in an Ontario town wrote to a Toronto jobbing house stating that on a certain break of glass they had charged him a list price which was altogether too high. The merchant claimed that the list price charged by this company was considerably higher than the list price shown in Hardware and Metal. This jobbing house immediately took the matter up with Hardware and Metal and advised us that our prices were not correct. We made inquiries and found that our prices were correct, but that the list price being quoted by this jobber was entirely wrong.

This jobbing house had many travelers out in Ontario quoting a list price of $2.00 per break higher than the price which the company actually intended to charge. The result of this was that the jobbing house changed their price and were very glad indeed to have the matter brought to their attention in this way. The first conclusion arrived at without investigation, however, was that Hardware and Metal's prices were wrong. It is not uncommon to find jobbing houses and others quoting widely different prices on the same article.

December 9 and base quotation is now $22 instead of $21.

Prices Hold on Valves and Bibbs

Toronto.

VALVES AND BIBBS.—There is no change in prices of compression goods. Many look for easier prices on these goods and it is said that readjustments are possible after the new year.

There are fair sales reported in the smaller lines and on standard work.

Quotations are the following:

Compression work, standard	25%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	28-30%
Flatway stop and waste cocks, standard	25%
Roundaway stop and waste cocks, standard	25%
Brass steam cocks, standard	add 10%
Globe, angle and check valves, standard	add 5%
J.M.T.	plus 10%
J.M.T. C.	Net
Gate or straightway	Net
Jenkins gate valve	10%
Standard gate	list plus 5%
Jenkins Globe	list plus 20%
Radiator valves, standard	23%

Pipe Continues Firm; Small Sizes Short

Toronto.

WROUGHT PIPE.—Jobbers and dealers report a continued scarcity in the smaller sizes of black and galvanized pipe, though conditions are better than they were and shortage is not so acute as it was. Prices are unchanged and there appears to be little sign at present of any alteration. Pipe stands out as practically the only finished product where a double price standard still prevails and where prices of independent mills are still higher than Corporation figures. How long this state of affairs will continue is uncertain, but the demand for pipe continues to be large.

LIST NO. 46
Standard Buttweld Pipe
Per 100 ft.

	Steel		Gen. Wrought Iron	
	Blk	Galv.	Blk.	Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8.63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.17
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe
Per 100 ft.

	Steel		Gen. Wrought Iron	
	Blk	Galv.	Blk.	Galv.
2	$32.01	$ 38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2.66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4.39	4.39	5.21

No Further Change In Fittings

Toronto.

PIPE FITTINGS.— No further changes are announced in fittings, and cast fittings are holding at recent reductions.

Malleables are unchanged. The demand continues seasonable and with improved deliveries stocks are now in better shape.

Quotations are as follows:

PIPE FITTINGS

Cast iron fittings	Plus 7½%
Plugs	Less 18%
Bushings	Less 18%
Unions, black	35%
Do., galv.	40%
Dart unions, ¼-in. to 2-in.	Plus 35% and 10%
Do., 2½-in. and larger	8%
Nipples, blk., up to 4-in.,	50%
Do., gal., up to 4-in.	40%
Do., 4½-in. and larger	50%
Do., running thread, 4-in. and under	30%
Couplings, 4 in. and under	20%
Couplings, 4½" and larger	Net list

MALLEABLE FITTINGS

Class A	0 62	0 78
Class B	0 26½	0 37½
Class C	0 17½	0 26½

New Prices Quoted on Well Wheels

Toronto.

WELL WHEELS.—These lines have been revised in price and new quotations on No. 1 and No. 2 per dozen are as follows: 8 in., $11.25; 10 in., $15.00; 12 in., $18.75; 14 in., $23.50.

Hat and Coat Hook Prices Revised

Toronto.

HAT AND COAT HOOKS.—Prices on hat and coat hooks have been revised and the following are present quotations.

Hat and Coat Hooks, per dozen—Japanned, No. 4, $5.75; No. 7, $6; No. 10, $7.95; No. 60, $6.05; No. 5, $12.20. Coppered, No. 104, $5.75; No. 107, $6; No. 110, $7.95; No. 160, $6.05; No. 165, $12.20. Oxidized, No. 60, $9.40; No. 265, $14.40. Dull Brass, No. 360, $9.40; No. 365, $14.40.

Hat and Coat Hooks, per dozen—No. 70, $1.25; No. 170, $1.25; No. 270, $1.55; No. 370, $1.55; No. 80, $1.35; No. 180, $1.35; No. 280, $1.75; No. No. 380, $1.75.

Sash Locks Show Price Changes

Toronto.

DOOR AND WINDOW HARDWARE.—There has been some price changes made on sash fasts, doorpulls, etc. and the following are new quotations on these lines:

Sash Lifts, per gross—No. 60, $5.65; No. 80, $4.40; No. 180, $7.80.

Sash Fasteners, per gross—Regal Bronze with screws, $8.75; old copper finish, with screws, $9.65.

Window Pulls, per gross.—No. 2, $6.90; No. 3, $10.

Door Pulls, per gross.—No. 1, $5.25; No. 2, $7.50; No. 3, $9.50; No. 4, $10; No. 104, $15.50; No. 204, $15.50.

Letter Box Plates, per dozen.—No. 2, $7.30; No. 20, $8.75; No. 22, $7.30; No. 220, $8.75.

English Teapots Are Now Selling

Toronto.

ENGLISH TEAPOTS.—Shipments of English fancy eathenware teapots have recently arrived and are selling from $7.00 to $19.50 per dozen.

Good Demand For Furniture Shoes

Toronto.

GLASS SHOES.—There is a good demand for glass shoes for piano and furniture legs and the standard sizes are now quoted at 75 and 90 cents per dozen.

Knife Polish Reduced in Price

Toronto.

KNIFE POLISH.—There has been a reduction in the price of Wellington

KINFE POLISH.—There has been a now quoted at $1.80 per dozen.

Tendency Downwards on Sheets and Plates

Toronto.

SHEETS AND PLATES.—Although stocks of sheets and plates are improved, supplies of galvanized sheets are still somewhat limited, and it is stated that it is difficult to fill orders in some gauges.

Quotations continue to vary and it is believed that this will be the case as long as stocks remain below normal.

The trend seems to be downward still and sheets are being quoted by the various independent producers at Steel Corporation basis, or even in some instances, it is reported, below those figures.

Production will be further curtailed and in one district 52 out of 105 sheet mills are already closed down.

PLATES

10 gauge	7 60	....
12 gauge	7 55	....
14 gauge	7 60	....
16 gauge	7 70	....

BLACK SHEETS

14 gauge	8 35	9 30
16 gauge	8 40	9 40
18-20 gauge	8 45	9 30
22-24 gauge	8 50	9 35
26 gauge	8 55	9 40
28 gauge	8 65	9 50

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier		Apollo	
10¾ oz.	11 00	11 80	11 75	12 55
U.S. 28	11 20	12 00	11 35	12 15
U.S. 26	10 90	11 70	11 05	11 85
22 and 24	10 75	11 55	10 90	11 70
18 and 20	10 45	11 25	10 60	11 40
16	10 45	11 25	10 60	11 40
12 and 14	9 70	10 50	10 45	11 25

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Solder Prices Down; Lead and Zinc Sheets Lower

Toronto.

LEAD AND ZINC PRODUCTS—The declines in the primary market in pig lead appears to have received a check and a little firmer tone is reported. Zinc shows a stronger tone also and has made a recovery.

Lead pipe and waste pipe, with traps and bends, are holding at the reductions noted last week; lead sheets are quoted at a reduction of one cent per pound, and solders are down about two cents per pound. Zinc sheets have declined one cent per pound.

The demand for these products is showing a falling off and following are latest quotations:

Lead pipe, list, per lb.	0 14½
Lead waste pipe, list, per lb.	15½
Do., over 8 in., list, per lb.	16½

Lead pipe is subject to a discount of		10%.
Lead traps and bends		Net
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.		0 10½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, lb.		0 36
Do., strictly, lb.		0 27
Do., commercial, lb.		0 25½
Do., guaranteed, lb.		0 29
Do., wiping, lb.		0 25
Zinc sheets, per lb.		0 18

Waste Materials Dull and Falling

Toronto.

WASTE MATERIALS.—There is said to be an absolute lack of demand for waste materials. The most active among the metals has probably been steel and cast scrap, but the trend is uncertain.

Prices on red and yellow metals are easier, but zinc scrap shows a slight improvement. Rubbers are in an unsatisfactory position and prices are away down.

The following are average prices:

WASTE MATERIAL

No. 2 busheling		$13 00
Stove plate, per ton	24 00	25 00
Yellow brass	0 07	0 08
Red brass		0 15¾
No. 1 machinery cast	34 00	35 00
Heavy melting steel	18 00	19 00
Heavy copper	0 11½	0 12½
Scrap zinc	0 04	0 05
Light brass	0 04½	0 05
R.Rd. wrought iron, No. 1, gr. ton	22 00	23 00
Heavy lead pipe	0 04¼	0 04¾
Old rubbers, boots and shoes	0 03	0 04
Overseas lumbermen's rubber boots	0 02	0 03
Bicycle tires	0 01	0 01½
Tea lead	0 02½	0 02¾
Automobile tires	0 75	1 75

Rope Holding at Recent Decline

Toronto.

ROPE.—Sales are smaller and business is quiet in rope and cordage. Prices are as noted last week when a reduction was made on manila. It is likely that trade will be light in these lines until after the new year.

Present quotations are the following:

Pure Manila, base	0 29½
Beaver Manila, base	0 23
New Zealand hemp, base	0 23
Sisal, base	0 21
Single lath yarn basis	0 21
Double lath yarn	0 21½
Yacht marline, tarred	0 57
Halyards	0 50
Hemp, deep sea line basis	0 50
Do., tarred ratline basis	0 43
Do., tarred bolt rope basis	0 45
Marline and Houseline	0 45

New Prices on Crescent Wrenches

Toronto.

CRESCENT WRENCHES. — A new price has been made on Crescent wrenches and 4-inch size are now quoted at $7.80 per dozen and 12-inch at $18.

Grindstone Fixtures Decline Ten Per Cent.

Toronto.

GRINDSTONE FIXTURES.—A reduction of about 10 per cent. has been made in the price of grindstone fixtures and the following are new quotations: No. 22 $10.40, No. 33 $10.75, No. 2½ $12.85, No. 3 $13.50 per dozen.

Cobblers' Sets; Change in Price

Toronto.

COBBLERS' SETS.—A new price has been made on the common sets of cobbling tools and the new quotation is $1.30 each.

Ingot Metals Are Dull Again, and Weaker

Toronto.

INGOT METALS.—A weaker tone is displayed again in ingot metals and the market generally is dull and declining. The two metals which last week were showing strength, tin and spelter, are lower again this week. Copper is still stagnant and lead though a little stronger is only showing small demand.

TIN.—Another drop has taken place in tin values, and very little buying is reported. Quotations here are 45 to 47 cents per pound.

LEAD.—Outside markets show a little firmer tone than last week, but few sales. Prices on the London markets make it possible to bring it over and sell at lower prices than quoted in U.S. markets. Local prices are quoted at $7.75.

COPPER.—Curtailment of this metal is proceeding and many mines are closed down. Prices are unchanged, but there is little trading. Quotations for casting copper are 19 cents.

SPELTER.—A further decline has taken place in spelter and quotations are now $8.25.

ANTIMONY.—This metal is dull, with buying light. Quotations are unchanged at 9 to 13 cents.

ALUMINUM.—No change of any importance is reported in this and prices are unchanged at 37 to 39 cents per pound.

London Markets

LONDON, Ont., Dec. 16.—The report from hardware merchants in this district is that business is good. Trade is steady without any rush and Xmas lines are moving satisfactorily. Special attention is being given to window displays which are said to be bringing excellent results.

Prices as a whole are remaining firm, although a few lines are slightly reduced again this week. Lower prices are made on rope, cotton goods and clothes wringers. Stevens rifles are also reduced in price. Collections continue good.

Linseed Oil Unchanged: Demand Light

London, Ont.

LINSEED OIL.—Prices on linseed oil remain unchanged this week. The demand at the present time is very light, and little change in this respect is expected for a few weeks.

Present quotations are as follows:

	Raw	Boiled
1 to 2 barrels, gal.	1 17	1 20
3 to 5 barrels, gal.	1 16	1 19
6 to 9 barrels, gal.	1 14	1 17

Turpentine Holds At $1.65 Per Gallon

London, Ont.

TURPENTINE.—Quotations on turpentine remain unchanged at the figure of last week, namely, $1.65 per gallon for single barrels, with 15 cents extra per gallon for smaller quantities, packages extra.

Many firms are now shipping turpentine in steel drums for which a charge of $15.00 is made. Drums are returnable and are credited at the price charged and as the shrinkage in steel drums is practically eliminated this is a much more economical way of handling turpentine than in wood barrels.

Light Sale for White Lead Quotations Held

London, Ont.

WHITE LEAD IN OIL.—Sales of white lead in oil continue to be light and no change has been made in prices.

Quotations are the following:

	Tons	Less tons
Pure, per 100 lbs.	18 20	18 55
Elephant	18 70	19 05

Window Glass Unchanged Seasonable Sales

London, Ont.

WINDOW GLASS.—There has been a good seasonable sale in this district for window glass, and demands are holding up well.

No change has taken place in prices and quotations continue to be made at 30 per cent. off case list for single and double diamond and 40 and 10 per cent. off cut light list for single lights.

Putty Moving Still: Prices Firm

London, Ont.

PUTTY.—There is no change to quote in putty prices and sales continue good. The following are present quotations:

PUTTY—	Per 100 lbs.
Standard, 100-lb. drums	8 05
Do., 25-lb. drums	8 30
Pure, 100-lb. drums	10 35
Do., 25-lb. drums	10 80

Nail Prices Unchanged: Sales Seasonable

London, Ont.

NAILS.—No change is recorded in the price of nails. The sales of these are now seasonably lighter and the base

price on wire remains at $6.25, and cut at $7.50.

Lower Prices Quoted On Rope

London, Ont.

ROPE.—Rope has taken a lower price since the last market report and pure manila is down 1 1-2 cents per pound. Beaver manila and New Zealand hemp are one cent cheaper, while sisal remains unchanged.

Trade is quiet and prices are the following:

Pure Manila, 33c lb. base; Beaver Manila, 24c; New Zealand Hemp, 29½; Sisal, 21c.

Curry Cards Showing Higher Price

London, Ont.

CURRY CARDS.—A new higher price is charged for curry or horse cards and the No. 04 is priced at $5.35 per dozen and No. 4 at $6.50.

New Lower Prices For Stevens Rifles

London, Ont.

STEVENS RIFLES.—A decline has been made in the price of Stevens rifles and the new quotations are from 7 to 15 per cent. below old prices. The following are prices on the better known lines:

No. 14½, Little Scout, $8 each; No. 26, Crack Shot, $9.75; No. 12, Marksman, $11.75; No. 17, Favorite, $14.25; No. 70, Repeater, $21.

Poultry Grit and Oyster Shell Sell Well

London, Ont.

OYSTER SHELL AND POULTRY GRIT.—Good sales are being made now on poultry grit and crushed oyster shell and the grit is quoted at $1.15 per 100 pounds and oyster shell at $1.90 per 100 pound bag. Terms are net cash on these lines.

Stillson Wrenches Take Lower Price

London, Ont.

STILLSON WRENCHES.—The discount on Stillson wrenches has been changed from 25 per cent. off list to 40 per cent. off list, making a reduction of 20 per cent.

New Price Quoted On Wringer Rolls

London, Ont.

WRINGER ROLLS.—A lower price has been made on wringer rolls and the new list for 11-inch rolls on shaft is $28.00 per dozen, rolls only $23.00 per dozen list, subject to 20 per cent. discount.

Wringer Prices are Approximately 7½ p.c. Less

London, Ont.

CLOTHES WRINGERS.—A new lower price has been made on Canadian clothes wringers and makes a reduction of about 7½ per cent.

The following are new list prices on Dowswell Lees make. Discounts are still 20 per cent. off list.

Dowswell Lees' Make — Royal Canada, $94 doz., list;; Universal, 10 in., $63; Universal, 11 in., $68; Eureka, 11 in., $64; New Eureka, 087; Crest, $95; Rapid, $92; Eze, $102; Bicycle, $105; Warranty, $115; Jupiter, $115. Less 20%.

Folding Tub Stands Are Reduced

London, Ont.

WASH TUB STANDS.—A reduction has been made in the price of Dowswell's folding tub stand and these are now quoted at $50.40 per dozen in place of $52.00.

Rubber Grainers Advance in Price

London, Ont.

RUBBER GRAINERS.—The graining rubbers are advanced slightly in price and new quotations are as follows:

Magis at $6.00 per dozen and Davis' at $16.00.

Lower Quotations On Cotton Goods

London, Ont.

COTTON GOODS.—Further reductions have been made on several lines of cotton goods and new quotations are appended for lamp wick, candle wick, cotton and seine twines and awning cords.

Lamp Wick Nutmeg, 70c ball; O, 85c; A, $1.05; B, $1.50; D, $2.50.

Candle Wick, 65c lb.

Cotton Twine—3 ply, 62c lb.; 4 ply, 67c. lb.

Seine Twine—No. 18 and larger in 1-lb. cones, 93c lb.; No. 18 and larger in ¼-lb. cones, 94c; No. 15 and smaller in 1-lb. cones, 94c; No. 15 and smaller in ¼-lb. cones, 95c.

Awning and Bed Cords Are Lower

London, Ont.

AWNING AND BED CORDS.—New lower prices are in effect on bed and awning cords and present quotations are as below.

White Braided Awning Cord.—No. 3, $1.50 doz. hanks; No. 3½, $2.30; No. 4, $4.75; No. 4½, $6.50.

Cotton Bed Cords—30 ft., twisted, $2.45 doz.; 48 ft., twisted, $3.50; 60 ft., twisted, $4.40.

Wooden Toys Selling: Kiddie Kar Prices

London, Ont.

KIDDIE KARS AND WAGONS.—There has been a very good demand for wooden and wheeled toys and following are present quotations: Auto Wheel-Coaster, list priceless, 30 per cent.; Kiddie Kars, No. 3, $2.00 eash; No. 4, $2.33 each.

Ash Sifters Are Moving Well

London, Ont.

ASH SIFTERS.—There are good sales of ash sifters and the following are selling prices:

Banner, $3.65 each; Rocker, No. 1, $6.25; common wood sides, $3.75 doz.

Pyrex Ware Moves Well For Christmas Trade

London, Ont.

PYREX WARE.—The demand continues good for Pyrex glass ovenware and good sales are reported for the Christmas trade. Selling price is 30 per off list.

Flatware and Cut Glass Are Fair Sellers

London, Ont.

CUT GLASS AND FLATWARE.—There is a fair sale for silver plated flat ware and for cut glass, although it is reported that the Luxury Tax is retarding sales of same.

Skate Demand Is Now Slower

London, Ont.

SKATES.—The demand for skates has slowed up considerably and is undoubtedly caused by the mild weather. A cold spell would create a run on dealers' stocks. The Starr make is quoted at 30 per cent. off list.

Limited Supply of Hockey Sticks

London, Ont.

HOCKEY STICKS.—The supply of hockey sticks appears limited this season and merchants are buying up all available stocks.

Prices continue firm and following are some quotations:

Youths, $2.90 doz.; Special Seconds, $4.25; Dominion Specials, $5.50; Hespeler Special, $7.80; D. W. S., hand made, $10.80.

Electric Heaters Selling Prices Unchanged

London, Ont.

ELECTRIC HEATERS.—There has been a fair demand for electric heaters and no change is reported in prices.

The Majestic make, No. 7 is quoted at $11.50 list, and No. 8 at $17.50 list, discount on each 27½ per cent.

Flashlights and Batteries Have Big Sale

London, Ont.

FLASHLIGHTS AND BATTERIES.—Sales have been exceptionally good this fall on flashlights and batteries and no changes have been made in prices. Batteries are quoted at 33 1-3% off list and bulbs at 25 cent. in small lots and 33 per cent. in full boxes.

New O'Cedar Mop Retails for $1.25

London, Ont.

O'CEDAR MOP.—A new O'Cedar Mop, styled No. 15, is now on the market.

This size is smaller than the No. 8 and costs $10.00 per dozen, complete with handle.

Good Demand For Alarm Clocks

London, Ont.

ALARM CLOCKS.—There is a good sale just now for alarm clocks, and prices remaining steady.

Winnipeg Markets

THE changes this week are fewer and prices on most lines are holding fairly firm for the present. The tendencies are downwards on certain lines, and lead pipe and traps and bends and lead waste pipe are lower. Other changes include a decline in paint prices and linseed oil. Some lines of cast iron goods and sheet zinc have been advanced in price. Trade in Christmas lines is good but there is a scarcity in certain lines, including English cutlery. Collections are fair.

Wrought Pipe Holding Firm; Supplies Improving

Winnipeg.

IRON PIPE.—Prices have not changed on pipe lately and supplies are gradually improving. There is a probability that if conditions continue to improve there may be a change made in prices and slightly lower. The demand continues fairly steady, especially for the smaller sizes, and it will be some little time before supplies become normal and the recent shortage is overcome. Prices still effective are as follows:

Date Effective Sept. 29, 1920.

Size ins.	Winnipeg.	Calgary, Edmonton, Lethbridge & Medicine Hat Add to Winnipeg price.	Saskatoon Add to Winnipeg price.	Regina Add to Winnipeg price.	Brandon Add to Winnipeg price.
⅛ in. ..	$6 21	$0 30	$0 20	$0 17	$0 11
¼ in. ..	5 94	0 53	0 34	0 30	0 19
⅜ in. ..	6 12	0 70	0 45	0 40	0 26
½ in. ..	8 24	1 05	0 67	0 59	0 38
¾ in. ..	10 22	1 40	0 90	0 79	0 51
1 in. ..	15 08	2 08	1 34	1 17	0 75
1¼ in. ..	20 43	2 80	1 80	1 57	1 00
1½ in. ..	24 48	3 35	2 15	1 88	1 21
2 in. ..	32 94	4 50	2 88	2 52	1 62
2½ in. ..	53 33	7 18	4 60	4 02	2 68
3 in. ..	70 07	9 42	6 03	5 28	3 39
3½ in. ..	88 20	11 25	7 20	6 30	4 05
4 in. ..	104 40	12 33	8 53	7 46	4 80
4½ in. ..	124 20	15 61	10 04	8 75	5 62
5 in. ..	144 90	18 12	11 60	10 15	6 52
6 in. ..	188 10	23 45	15 00	13 14	8 44
7 in. ..	274 50	29 09	18 62	16 28	10 46
8L	288 90	31 25	20 00	17 50	11 25
9	397 80	42 20	26 96	23 59	15 16
10L in. ..	369 00	40 00	25 60	22 40	14 40

Galvanized Pipe

Size ins.					
⅛ in. ..	$8 69	$0 30	$0 20	$0 17	$0 11
¼ in. ..	8 28	0 53	0 34	0 30	0 19
⅜ in. ..	8 46	0 70	0 45	0 40	0 26
½ in. ..	9 95	1 05	0 67	0 59	0 38
¾ in. ..	12 51	1 40	0 90	0 79	0 51
1 in. ..	18 50	2 08	1 34	1 17	0 75
1¼ in. ..	25 02	2 80	1 80	1 57	1 00
1½ in. ..	29 93	3 35	2 15	1 88	1 21
2 in. ..	40 28	4 50	2 88	2 52	1 62
2½ in. ..	65 39	7 18	4 60	4 02	2 68
3 in. ..	86 40	9 42	6 03	5 28	3 39
3½ in. ..	107 10	11 25	7 20	6 30	4 05
4 in. ..	126 90	12 33	8 53	7 46	4 80
4½ in. ..	152 10	15 61	10 04	8 75	5 62
5 in. ..	177 30	18 12	11 60	10 15	6 52
6 in. ..	229 50	23 45	15 00	13 14	8 44
7 in. ..	.....	29 09	18 62	16 28	10 46
8 in. ..	.....	31 25	20 00	17 50	11 25

Another Decline Noted in Rope

Winnipeg.

ROPE.—A new price has been made for pure manila and British manila rope and it is somewhat lower than last week's quotations.

The following are this week's quotations:

Pure Manila—¼ and 5-16, 35¼c per lb.; ⅜, 34¾c; 7-16, ½ and 9-16, 34¼c; ⅝, 33¾c; ¾ and larger, 33¼c.

British Manila—¼ and 5-16, 28¼c per lb.; ⅜, 27¾c; 7-16, ½ and 9-16, 27½c; ⅝, 26¾c; ¾ and larger, 26¼c.

Manila Lariat—3x7-16, 38¼c per lb.; 4x7-16, 39¼c.

Big Reduction on Lead Traps and Bends

Winnipeg.

LEAD TRAPS AND BENDS.—The price on lead traps and bends has been reduced from 30 per cent. above list, and they are now quoted as follows: Lead traps and bends, 5 per cent. advance.

Solder 30% Lower in Price

Winnipeg.

SOLDER.—Prices on solder have dropped approximately 30 per cent. this week and are quoted as follows:

Half and half, case lots, 34 cents per pound, less 35 cents per pound.

Wiping, case lots, 31 cents per pound, less 32 cents per pound.

Wire solder, 45 cents per pound.

Lunkenheimer Valves Reduced in Price

Winnipeg.

LUNKENHEIMER VALVES.—There has been a big reduction made in the price of Lunkenheimer valves and these are now quoted about 30 per cent. less.

Lead Pipe and Lead Waste Have Declined

Winnipeg.

LEAD PIPE AND LEAD WASTE.—The price has been lowered on lead pipe and lead waste and is quoted this week as below: Lead pipe $13.86; lead waste $14.76.

Linseed Oil Drops Another 5 Cents

Winnipeg.

LINSEED OIL.—Another drop in the price of linseed oil has been recorded this week and it is now selling at $1.40 per gallon for raw and $1.43 per gallon for boiled, which is 5 cents lower than last week's price.

Sheet Zinc Is Higher in Price

Winnipeg.

SHEET ZINC.—The new price recorded this week on sheet zinc is about 35 per cent, higher than previous quotation, and is now quoted at 25 cents per pound.

Pittsburgh Markets

PITTSBURGH, Dec. 16.—While production of steel continues to be less, indications are that a big volume of railroad business will come to the steel industry in the new year. The delay in the buying movement has been attributed to the feeling that steel prices were too high. Many roads have gone ahead and made extensive purchases of rails, locomotives and cars, and the demand for rails this next year shows indications of taxing capacity production.

While prices on plates, sheets, bars, shapes, wire products, etc., have come down to Corporation prices, pipe, however, remains an exception, and the difference is stated to be still about $7 per net ton.

A $2 decline has taken place on pig iron prices and enquiries are light. Furnaces continue to go out of blast and it is predicted that the end of the month will see many more plants idle.

PITTSBURGH, Dec. 16.—Production of steel ingots in the United States was about 15 per cent. less in November than in either of the three months preceding, which had shown substantially the same rate. The Steel Corporation's production rate was fully maintained, while the independents had a decrease of about 28 per cent. It is possible that the Steel Corporation's output increased somewhat, and if so the independent output decreased by more than 28 per cent. The estimate of independent production is based upon the November report of the American Iron and Steel Institute. These monthly reports show the output of 30 companies, producers having 15 or 16 per cent. of the capacity not making reports. As the non-reporting producers are independents and as there is a great difference now between Steel Corporation and independent operations the report must be analysed and an allowance made for this fact. The tonnage actually reported shows a decrease of 13 per cent. for November.

The decrease in independent steel production has been continuous since the latter part of October and thus the pres-

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Increasing Sale of Indoor Specialties

IN making plans for the conduct of the paint department during the early months of the new year adequate attention should be given to the question of advertising. During the past year there have appeared in Hardware and Metal many articles dealing with advertising plans adopted by other merchants with good success and in making plans for the future it would be well for the merchant to review some of these suggestions and make an application of them to his own business. The Christmas rush of business will be over very soon, only last minute shopping is now left to be done. As soon as the Christmas season is finished no time should be lost putting into action the machinery of advertising and display in the paint department, in order that no dullness in trade will be encouraged. There will be several good months for the sale of interior finishes and the amount of such business to be secured will depend largely upon the extent of the dealer's efforts to develop it.

Through the advertising it can be pointed out to customers that one reason they like to go to the homes of certain friends is because it is bright and cheerful and because it glistens and shines with new paint, varnish and other finishes. This can be linked up with the old argument that more time is spent in the home in the winter months and that a little attention is justified.

There are very few people in every local community who do not take a keen interest in their homes and who will respond to any reasonable argument for the use of certain finishes providing they can be shown in a definite manner just what the advantages are.

Use of Circular Letters

To press home this argument one dealer uses the medium of circular letters mailed as first-class mail and addressed to the houseowner himself. This letter points out the various uses to which enamels, varnish, paint, polishes, etc., may be put, and dealing with one line particularly in each letter. The suggestion has been made that such a campaign be linked up with suitable displays in the window. Taking certain days or a certain week for a campaign on enamels, for instance, letters can be sent out dealing with this subject, the local newspaper advertising can be used on this subject, and a suitable window display to assist in the campaign. It takes a lot of optimism in some districts to believe that such expenditure of time and energy is worth while, but no merchant ever became successful unless he became enthusiastic and optimistic within reason.

There is much business to be secured throughout the winter months and do not overlook the fact that there are many hundreds of other merchants throughout the country who are hammering away at the same point, that of making an all-year sale for paints and varnishes. This work is bound to have cumulative effect out of all proportion to what could be accomplished if only a few individual merchants were pushing it. You can consider yourself part of an influential organization comprising approximately four thousand merchants which is working hard toward this end. This is to say nothing of other interests which are encouraging the same thing, apart from the hardware trade.

Now is the time for each individual merchant to play his part in this campaign. The receipts of sales of specialties will help to keep the cash register busy during the winter months and this is the branch of trade which should receive attention now.

A Large Order From Advertising Plan

Some advertising plans of dealers to help along the point are outlined herewith. One merchant who had the recent pleasure of receiving an eleven hundred dollar order for paint traced the original connection to a ten-cent advertising sale of paint. This merchant started his advertising plan with a view to interesting the children in the store. A full page advertisement was carried in the local press telling of the offer of the firm to varnish or paint, free of charge, all children's chairs taken to the store on a certain Saturday. In addition to this the firm offered to sell a can of paint and a brush at a ridiculously low price as an advertisement.

To get full value from the offer to paint and varnish chairs, one of the show windows was cleared and painters put to work in it. There was a large crowd viewing the work all day. By noon fifty children's chairs had been delivered to the store and the painters were busy on them. At the noon hour about 100 cans of paint and as many brushes had been sold at the special offer.

Cumulative Effect is Real Result

Speaking of the matter this merchant said the direct result of the campaign would probably be discouraging to a beginner though the paint sales were increased 100 per cent. over the same period in the previous year, but with the coming of warm weather the cumulative effect of the campaign began to make itself felt. This merchant has no hesitation in saying that the closing of an eleven hundred dollar contract was directly traceable to the varnishing of a walking stick during the campaign in January.

In addition to running good sized advertisements in the local press this merchant sent out

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SIGN OF MERIT
BEST B&M MADE



"Save the surface and you save all" *Paint & Varnish*

Morelustre Enamel

Guaranteed for Service

Dealers everywhere are enjoying increased sales and new customers with this popular enamel.

A high-grade enamel which can be used with equally good results on either exterior or interior work, and is made in twelve beautiful shades and put in small-size packages for the benefit of the consumer.

You should "be in on this." Write to-day.

Ask for Details of Our Agency Proposition

Benjamin Moore & Co.
LIMITED
Paints, Varnishes and Muresco
Toronto Winnipeg

If interested tear out this page and place with letters to be answered.

SELLING SEASONABLE SPECIALTIES

Continued from Page 76

a letter to a select mailing list of 500. This letter read as follows:—

Special Free Offer

"You can lengthen the life of your floors, standing woodwork and furniture by using our all-round varnish stain. It is a combination of a sunfast stain and a waterproof, heatproof and steamproof varnish. It withstands almost any abuse, can be walked on, scrubbed on, etc. It is just the thing for that chair and table that needs to be touched up, and the floor that is beginning to show signs of wear.

"It comes in a variety of colors — cherry, light oak, green, dark oak, walnut, light mahogany, dark mahogany, golden oak, and is put up in half-pints, pints, quarts, half-gallons and gallon cans. Anybody can apply and get a perfect finish. Sign your name to the enclosed coupon and bring it to our store and we will give you a can of varnish stain and a good quality 15c varnish brush for 10c. This special offer is good for a few days only, so take advantage of it right now."

Advertising Cards to School Children

Another interesting point in this campaign was that a day preceding the sale advertising cards were distributed to the school children as they were dismissed for the day. The day of the sale saw a veritable procession of children to the store and they were all received with a smile and a kind word and the assurance that their chair would be given the best of attention. Among the crowd which gathered was a feeble old man carrying a cane. Would the merchant varnish the cane for the old gentleman? He would and did and it was only about two months later that the old gentleman walked into the store and anounced that he had a painting job to be done and that he came to the store because he had developed a kindly feeling towards it as a result of the interest taken in the children.

This is but another evidence of the fact that results from advertising may not come to-day or to-morrow, but the fact that advertising is to-day looked upon as one of the fundamental principles of selling is enough proof that advertising, correctly handled, will be well worth the expenditure of money and energy upon it. It is in the usually inactive seasons such as early in the new year that advertising will pay its biggest dividends by keeping interest alive in the paint department.

A. Ramsay & Son Company Name Omitted From Contributors' List

The name of A. Ramsay & Son Company, Montreal, was inadvertently omitted from the list appearing in the daily press and also in Hardware and Metal of paint and varnish firms, members of the Canadian Paint, Oil & Varnish Association, who at the recent gathering in Toronto made contributions to the Hospital for Consumptives at Gravenhurst. A Ramsay & Son Co. contributed $100 for this cause.

Window Glass Merger

A merger of 12 glass plants in Pennsylvania, West Virginia, Ohio and Oklahoma has been effected through the organization of the Interstate Window Glass Co., incorporated under the laws of West Virginia, it is announced by W. S. Calderwood, of Kane, Pa., vice-president of the company. The merger is the result of litigation against several independent window glass machine companies brought and won by the American Window Glass Co. The plants entering the merger will be equipped throughout with American Window Glass machines under a royalty license.



Keeping the paint department in a prominent location in the store, preferably near the front where it will have a good light, is one of the best means of keeping trade active during the winter months. In fact, this procedure is necessary if other plans such as are outlined in the article herewith are to be successful. Every customer entering this store has to pass the paint section, and it is a constant reminder. Brushes are also well displayed in special compartments directly in front of the paint display as illustrated. Cans of specialties for interior use in the cold weather can be given due prominence in such displays and some merchants find it helpful to have a few cans at the side of the counter and draw the customer's attention to them with the question as to whether they have any floors, woodwork or furniture which needs retouching, and adding that the winter months are a good time to do such odd jobs.



Jap-a-lac Renews Linoleum

Giving new life and protection to linoleum is but one of the hundred uses Jap-a-lac finds in the home. Refinishing chairs, woodwork, furniture, stoves, radiators, pipes, etc., all bring savings in actual cash.

You can make this kind of business a source of great profit to you. Especially if you handle Jap-a-lac. This wonderful Glidden product is so well known that it requires hardly an effort on your part to sell large quantities of it. Nearly every housewife has used Jap-a-lac and its remarkable quality has made a life-long customer of her.

By selling *genuine Glidden Jap-a-lac* you not only derive the profits it nets you, but you are surrounding your entire business with Jap-a-lac reputation. Write for dealer proposition to-day.

The Glidden Company, Limited
Toronto, Ontario
Branches at Montreal and Winnipeg



To Take Care of Weak Holdings of Turpentine

THE week has been full of interesting and important developments, pregnant with potential results so far as the future of the turpentine industry and the trade are concerned, according to a report in the Naval Stores Review, Savannah, Ga.

Not only in this country but in England steps have been taken that give an assurance of stability to the markets. Cables from London confirm reports that have been in circulation for some days that a combination of strong interests was being formed to take care of weak holdings of spirits of turpentine and relieve the situation as to December contracts and contracts for later months, inability to meet which on the part of speculators or buyers of weakened financial position might have been productive of results inimical to the general trade interests.

It is understood that arrangements covering between 20,000 and 25,000 barrels of turpentine have been made and that there is a decidedly easier feeling in trade circles there as a result. English handlers of turpentine realize that the situation of that commodity is due to deferred buying by consumers and that the actual position of the article is not as bad as might be deemed from merely surface indications. At the same time there are strong intimations made by far-seeing houses there that the interests of the American industry demand a radical drop in production in 1921 and their arguments will be added to those of the best posted men on this side in favor of decisive steps being taken to that end. The producer who contemplates increasing his production next year, or who even refuses to recognize the necessity of curtailing his operations in 1921, as one man strongly put it, "can well be regarded as a traitor to the general welfare of the industry."

LAST MINUTE PLANS

Continued from page 55

all-year business. An expression from the merchant of the wish for a merry Christmas to such customers and to all customers may be the link needed to bring much new business to the store.

Another point to keep in mind at this season is the fact that many gifts at Christmas consist of money in some form or other. Some merchants have found that even after Christmas they have a good opportunity of getting further business in seasonable lines by appealing to those who have been given money to buy their own gifts.

In the trade immediately preceding Christmas, owing to the rush which occurs in some stores, the suggestion is made that the various gift lines be arranged conveniently where the customer may handle them and be plainly price marked. The people are out to buy. They have a pretty good idea what they wish to spend on various articles and it just becomes a question of putting the goods before them in such a way as will give them some choice as to price in various gifts for certain members of the family. It might pay the merchant to do a little thinking back over what happened in previous years. Perhaps he made some resolutions as to plans to be followed in future in order to get more out of this business. Every possible selling idea should be brought into service at this festive time.

How Hardwaremen Advertise Paints--No. 27

A sample of advertisement by Northern Hardware Co., Limited, Edmonton, Alta., bearing out the point emphasized in the paint article appearing this week, namely that of encouraging the use of certain specialties for brightening the home interior during the winter months. This ad. gives some timely suggestions for wall decoration, floor, woodwork and furniture finishes, floor paints, enamels for stove pipes, for beds, etc. A brief description and prices are given for each line.

Brighten Your Home at Small Expense

Alabastine and Decotint for Your Walls

A five-pound package of either of these well-known wall finishes will make any room in your home bright and cheerful. Any person can apply it. Thirty colors to choose from. Per package 70c

Floor Varnish

We recommend Floor Varnish for re-finishing floors, linoleums, etc. This is a clear, hard-drying varnish that is made to walk on and is warranted to give splendid satisfaction.

½ pint cans, each	65c
1 pint cans, each	$1.25
1 quart cans, each	2.00
½ gallon cans, each	3.65
1 gallon cans, each	6.75

Stove Pipe Enamel, Aluminum Enamel, Gold Paint, Iron Bed Enamel, Interior Varnishes, Floor Wax, Furniture Polish.

Sher-Will-lac

This varnish and stain combined makes an ideal finish for floors, doors, woodwork, furniture, etc. You can have your choice of a variety of colors, including light and dark oak, golden oak, light and dark mahogany, rosewood, cherry, etc., priced as follows:

½ pint cans, each	50c.
1 pint cans, each	90c.
1 quart cans, each	$1.60

Floor Paint

For kitchen and bedroom floors a coat or two of Floor Paint will work wonders. Put up in handy cans ready for use in a splendid variety of colors, including slate, grey, dust color, brown, red, etc., priced as follows:

Quart cans, each	$1.90
½ gal. cans, each	3.60
1 gal. cans, each	6.75

The Northern Hardware Company, Limited

QUALITY HARDWARE, STOVES AND AUTO SUPPLIES

EDMONTON, ALTA.



The Luxeberry Painter Says:

"The popular slogan, 'SAVE THE SURFACE AND YOU SAVE ALL' is true talk. It is why I always use and advocate Berry Brothers' Varnishes, Enamels and Stains. They stand up under hard wear, producing a more handsome and lasting surface than any other finishes I know of."

The large and always growing demand for "Berry" products is largely due to the earned friendship of the painter.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Fife Hardware Co., Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance, Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

SAVE THE SURFACE AND YOU SAVE ALL

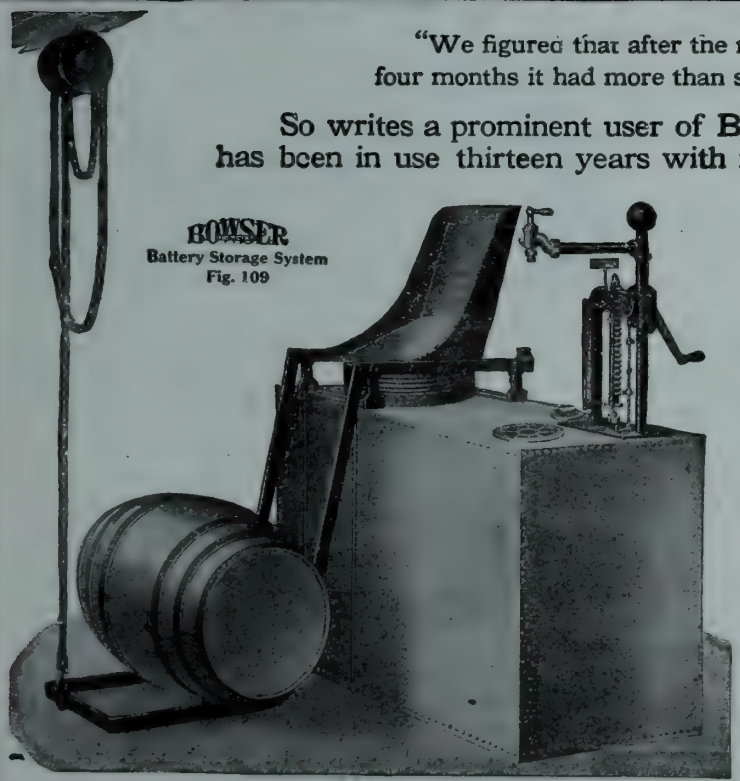
BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONTARIO

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Why Don't You Save Too!

"We figured that after the installation had been in three or four months it had more than saved its entire cost."

So writes a prominent user of Bowser Oil Storage. Their equipment has been in use thirteen years with no operating troubles or upkeep cost.



BOWSER
Battery Storage System
Fig. 109

If you are not using Bowser Storage Systems for your oils you are losing money every day.

BOWSER ESTABLISHED 1885

Systems Do Save

You can save the Bowser Way. Our literature shows how. Write for it at once.

S. F. BOWSER COMPANY, Limited
66-68 Fraser Ave., TORONTO
Sales Offices In All Centres — Representatives Everywhere

LONDON
32 Victoria St. S.W.1
HAVANA
Lonja del Comercio 427
PARIS
5 Rue Denis-Poisson
SYDNEY
6 Castlereagh Street

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, December 16.—Business is moderately good and prices are holding firm. The exception seems to be white lead in oil and though no changes are anticipated at present the future tendency is hard to predict.

Turpentine is showing a firmer tendency, but demand is light. Linseed oil sales are small too and prices are unchanged. Putty is moving fairly well and is holding firm. Glass is unchanged and stocks are in fair shape with supplies coming in freely from Belgium.

Linseed Oil Prices Remain Firm

Montreal.

LINSEED OIL.—The flax market is holding up well, and prices are inclined to be strong. Quotations have not changed.

	Imp. Gal.	
Raw—		
1 to 4 barrels	1 15	1 33
Boiled—		
1 to 2 barrels	1 17½	1 35½
3 to 4 barrels	....	....
5 to 10 barrels	....	....

NOTE—The market is really a nominal one at present and quotations are subject to frequent changes.

Putty Sales Are Reported Fair

Montreal.

PUTTY.—Continues to move freely, with a good demand for this season of the year. There have been no changes in prices, which are inclined to be firm.

Commercial Putty	5 tons	1 ton	Less than ton
Bulk barrels, 800 lbs.	$6 00	$6 25	$6 60
Bulk drums, 100 lbs.	7 00	7 25	7 60
Do., or tins, loose, 25 lbs.	7 25	7 50	7 85
Bulk tins, cased 25 lbs.	8 00	8 25	8 60
Bulk drums or tins, loose 12½ lbs.	7 50	7 75	8 10
Bulk tins, cased 12½ lbs.	8 25	8 50	8 85
Bladder barrels, 400 lbs.	8 25	8 50	8 85
Do., cases, 100 lbs.	8 50	8 75	9 40
Tins, 1 lb.	10 60	10 85	11 20

Standard Putty, 10c per 100 lbs. advance over above prices.

Pure Linseed Oil Putty, $2.50 per 100 lbs. advance over above prices.

Terms: 2% 15 days or net 60 days, f.o.b. Montreal or Ottawa.

White Lead in Oil; Market Uncertain

Montreal.

WHITE LEAD IN OIL.—While there have been no changes in prices on white lead in oil, and none are anticipated before the New Year, the market is far from firm. Conditions governing white lead are such as to make it extremely difficult to determine the trend of this product even for the near future.

Turpentine Prices Unchanged; Firm

Montreal.

TURPENTINE. — Prices have not changed since last reported. Business is very quiet and buyers are only placing orders for their immediate requirements.

Turpentine—	Imp. Gal.	
Single barrels	1 45	1 60
Small lots	1 55	1 70
(Packages extra)		

Glass Is Quiet; No Price Changes

Montreal.

GLASS.—There have been no changes in prices since last reported, the discount being 25%. Business is quiet now, and the jobbers are only filling sorting up orders. Stocks are in good shape and glass from Belgium is coming in very freely, and the next season's requirements will be well taken care of.

Toronto

TORONTO, Dec. 16.—A little quieter tone is evident in the paint trade, although there is said to be a good amount of letter business coming in.

Prices as a whole are holding firm and few changes are noted. White lead in oil is unchanged and quieter. Putty sales continue fair with prices holding. Glass is firm with the demand slackening. Linseed oil is steadier and may possibly advance a little although no material change is expected at present. The higher exchange rate is causing turpentine to show more firmness, demand for it and for oil are extremely light just now, and present prices may be maintained as it is felt no increase of business is likely by making changes at the present time.

No Change in Glass; Tendency Firm

Toronto.

GLASS.—There is very little new in the window glass situation. The trade at present is quiet; unseasonably quiet is the report of one jobber. Prices are holding firm, and it is not thought that there will be much change for a while. The American market is firm and it is stated that large orders placed in the Belgian market have had the effect of stiffening up that market.

The plate glass industry is in a dull condition just now, and four of the largest U. S. plate glass factories have closed down, and others are believed to be about to follow suit.

Discounts on window glass remain 30 per cent. off for case lots.

Putty Prices Hold Steady Demand

Toronto.

PUTTY.—No changes have occurred in putty, and prices are expected to be maintained. The demand is steady without being large, and sales are seasonable.

Quotations are as follows.

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	8 05
Do., 25-lb. irons	8 30
Do., bladders in bbls.	9 30
Do., less quantities	9 55
Pure, in 100-lb. drums	10 55
Do., 25-lb. irons	10 80
Do., bladders in bbls.	11 80
Do., less quantities	12 05

Quotations Unchanged On White Lead

Toronto.

WHITE LEAD IN OIL. — Sales of white lead in oil are a trifle quieter, it is stated, but are seasonably good.

Prices are holding steady at the recent decline and no further alteration is looked for at present.

The pig lead market shows signs of recovery and is a little higher than the previous week, but is in an unsettled state.

White lead quotations are $18.20 per 100 lbs., in ton lots, and 35 cents per 100 lbs. extra for less tons, for standard pure.

Paint Sales Slower As Year Closes

Toronto.

PREPARED PAINTS. — Sales are smaller in prepared paints, though this is expected at this period of the year when travellers are coming off the road and merchants are generally getting ready to take inventories as soon as the holiday trade is through. A good amount of orders are reported as coming in by mail and business is stated to be as good as can be expected.



It can't go off by accident

Sell This Safety Revolver As Part of Outing Equipment

The Iver Johnson Revolver ought to be a part of any equipment. Whenever you sell outing equipment, you can make an extra sale by suggesting the purchase of an Iver Johnson Revolver. The famous "Hammer the Hammer" safety feature, the fact that there is nothing to remember to do to make it safe, the accuracy, the constant alertness and readiness for use, the simplicity of construction—all combine to make the Iver Johnson the most wanted revolver for any use—therefore the obvious revolver for you to sell.

IVER JOHNSON SAFETY—AUTOMATIC REVOLVERS



Stock the entire line—22, 32, 32 special and 38 calibers, Hammer and Hammerless Models with Regular, Perfect Rubber, and Western Walnut grips.

Why not stock Iver Johnson shot-guns too? Then you can capitalize on the entire Iver Johnson line of firearms.

Write for firearms catalog and complete dealer information—also for literature on bicycles and motorcycles.



Iver Johnson's Arms & Cycle Works

330 River Street, Fitchburg, Mass.

New York, 99 Chambers St. San Francisco, 717 Market St

"The Safe Revolver to Sell"

"Alloyed under the Stanley Process"



for general service

Lionroyal

Made in Canada

This BABBITT Metal has a greater range of service than is possible in any other Bearing Metal at a corresponding cost—it has a strength which will easily withstand impact and pressure, yet will run cool at high speed with little lubrication—

There are thousands of places in which high-priced Genuines are used where "LIONROYAL" will serve as well.

Try a Sample Case and Judge for Yourself.

BRITISH SMELTING & REFINING COMPANY LIMITED

MONTREAL

Glue Prices Show Small Change

Toronto.

GLUE.—Sales of this commodity continue to be fairly good and prices are slightly easier than formerly.

English sheet is quoted from $0.36 to 0.45 per lb.; while pigsfoot, 0.50, cake bone 0.36 to 0.45.

Turpentine Prices Are Holding Up

Toronto.

TURPENTINE.—Prices are holding on turpentine and if any change is made it will probably be in an upward direction, it is stated. Unless it takes a decline in primary markets the increase in exchange rates will have the tendency of forcing a higher price. Sales are very light at present and some jobbers profess to be thankful for it.

Quotations are as follows:

Turpentine—	Per Imp. Gal.
1 barrel lots	1 65
2 to 4 barrel lots	1 64
5 gal. lots	1 80

Little Change Shown in Linseed Oil

Toronto.

LINSEED OIL.—Very little change is shown in linseed oil this week and quotations generally are unchanged. The tone in seed is firmer and there are considerable quantities of flax seed moving South. It is stated that the exchange rate helps this movement and it may have an effect on oil prices.

Not much oil is moving and the time is near when stocks generally are of a small nature.

Prices may fluctuate, but no material change is expected.

Following are latest quotations.

	Raw	Boiled
1 to 2 barrels, gal.	1 17	1 20
3 to 5 barrels, gal.	1 16	1 19
6 to 9 barrels, gal.	1 14	1 17

Less barrels add 15c gal.

Rosins Show An Easier Tone

Toronto.

ROSIN.—An easier tone is shown in rosins and quotations at present for barrels are $8.00 per 100 pounds. Smaller quantities are selling at 11 cents per pound.

Pittsburg Markets

Continued from page 75

ent rate is far below the average of November. The common prediction is that by the end of this month the independents will be very largely idle, many plants closed and others operating at only 50 to 70 per cent.

The Steel Corporation's output is, if anything, increasing. The corporation has blown in several additional blast furnaces in the past few weeks, not because it did not want to operate them previously, but because it has only lately been able to secure enough coke, partly because there had been a shortage of cars in the Connellsville region and partly because the by-product plants, at the blast furnaces, could not get sufficient coal.

Steel Corporation's Orders

The unfilled obligations of the Steel Corporation at the end of November are reported at 9,021,481 tons, showing a decrease during the month of 815,371 tons, against decreases of 537,952 tons in October, 430,234 tons in September, and 313,430 tons in August. Previously, for 14 months, there had been increases.

While the November decrease in unfilled tonnage seems large, the showing is really a very favorable one to the Steel Corporation in view of general conditions. The decrease represents about 61 per cent. of capacity, but shipments were probably about 89 per cent. of capacity, and thus the net bookings were about 28 per cent. of capacity, net bookings being the difference between total bookings and the cancellations, for doubtless even the corporation had a little by way of cancellations. The average independent, on the other hand, had scarcely any bookings, while most of them had heavy cancellations, and undoubtedly many independents would show for November a loss in unfilled tonnage actually greater than the shipments.

The 9,021,481 tons of unfilled obligations at the end of November is equal to the corporation's output for over seven months at 90 per cent. of rated capacity. Of course the business would not keep the corporation operating at that rate for seven months, since some of the business is strung out over longer periods. The corporation is, however, in a very comfortable position. The tables are turned, as compared with the time when the independents, on account of their much higher prices, were making much larger profits per ton than the corporation.

Market Stagnant.

The semi-finished and finished steel markets remain absolutely stagnant. It is probably no exaggeration to say that never has the steel market been so dull. That does not mean that consumption is at an unprecedently low ebb, by any means. The consumption is being supplied chiefly by the Steel Corporation on its old orders. The corporation has about 44 per cent. of the capacity and is shipping at the rate of about 90 per cent. of capacity. The steel shipped is doubtless all going into consumption, and there is still some production by independents.

During the period of steel scarcity there was much reference to the Steel Corporation making sales and shipments only to "regular customers." A quite erroneous view of the situation would be formed if it were assumed that the buyers of steel are divided simply into two classes, customers of the corporation and customers of the independents. A great many buyers patronize both the corporation and one or more independents. In such cases the corporation allotted steel to the customer and the customer covered his remaining requirements outside. Now, in many cases, the amount the consumer gets from the Steel Corporation is sufficient, because the requirements have decreased.

This situation must be taken into account in weighing the predictions made in most quarters that there is likely to be a mild revival of buying just after January 1. The prediction is based on the perfectly correct premise that steel consumption never ceases, that even in the poorest times in the past there has been consumption equal to 50 to 60 per cent. of capacity. If the Steel Corporation operates full that takes care of a very large part of the "hard times demand." Then it is to be considered that the country's steel capacity has increased about 50 per cent. since 1914 and it is not yet proved that the normal consumptive demand is increased in that same proportion.

Steel Prices

As noted in previous reports, tin plates, bars, shapes, plates, wire products and sheets have come to show an independent market at the Steel Corporation level. The independent market that began about a year ago is ended. Pipe, however, remains an exception. The independents are still on their 54 per cent. list, the Steel Corporation having maintained the 57½ per cent. list of the Industrial Board. The difference is about $7 a net ton. However, some of the independents were formerly obtaining large delivery premiums, beyond their regular prices.

The common view is that the next market development will be shading of the Steel Corporation's prices by some, perhaps many, of the independents. Certainly there would be a disposition in that direction, if the operation seemed to be worth while. It is all a question of whether a mill could secure enough business by cutting prices to make an economical operation. Some of the independents used to claim that their costs were so high that they could not afford to sell at the Steel Corporation prices, but of course they included overhead in their cost. If the mill is idle the overhead is lost anyhow. On the other hand, it is not feasible to operate a mill at a very low rate, that entailing a greater rate than closing entirely. Thus, unless a mill can get enough business to operate at 60 or 70 per cent. for at least a week or two at a time it is unlikely to try to get business at all.

Pig Iron

Furnaces continue to go out of blast. There is no inquiry for pig iron and furnaces are making no effort to force sales. The foundry iron quotation has dropped from $37 to $35, valley, Bessemer and basic remaining quotable at $35 and $33 respectively.



Greetings.

At a time when the spirit of Friendship "Covers The Earth" it is a pleasure on our part to extend to the Canadian Hardware Trade, collectively and individually, our sincerest wishes for a very Happy Christmas. And we greet in a particular way those dealers with whom we are directly associated in the distribution of the Paint Products that "Cover The Earth."

May the coming year witness a continuance of our good relations and prove a year of unprecedented prosperity for you all.

THE SHERWIN-WILLIAMS CO.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N. S., LONDON ENG.

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps	.....	.....	$ 7.00
22 Short	.....	$10.00	10.70
22 S. Mush	.....	.....	11.50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16.00
22 L.D. do.	.....	.....	18.70
22 L. Rifle.	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	.....
32/30	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	64 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition—Discount 37½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 23 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	18 00	14 50
Single Bits, doz.	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45% off list.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15%.
Standard Quality, 15/10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40-$2.75.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	13/16	$12.00
4/16	5.00	10/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/10	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	....
Supreme Zinc	6 50
Western King (enamel)	9 50

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard 15 00
30-gal., extra heavy $18 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.

Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.

Machine Bolts, 7-16 in. dia. and larger, list plus 10%.

Sleigh Shoe Bolts, all sizes, list plus 10%.

Coach and Lag Screws, 15%.

Square Head Blank Bolts, list plus 10%.

Bolt Ends, list plus 10%.

Plow Bolts, 1, 2, 3 heads, net list.

Plow Bolts, others, list plus 20%.

Elevator Bolts, large head, list plus 10%.

Elevator Bolts, corrugated heads, 20%.

Fancy Head Bolts, list plus 10%.

Shaft Bolts ($3 list), list plus 10%.

Step Bolts, large head ($3 list), list plus 10%.

Whiffletree Bolts, list plus 10%.

Nuts, 2 in., and smaller, square Blank, add to list $2.25.

Nuts, 2 in. and smaller, square Tapped, add to list $2.75.

Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.

Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.

Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
base, Montreal	0 30
Do., Toronto	0 32
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 29
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 39

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS Wrought Steel:—

No. 840 ..... add 20%
No. 800 ..... add 25%
No. 838 ..... add 12½%
No. 808 ..... add 10%
No. 804 ..... add 7½%
Nos. 802, 842, 844 ..... add 25%
No. 810 ..... add 57½%
No. 814 ..... add 62½%
F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12.25 to $13.50; No. 1, $12.25 to $13.50; No. 2, $13.35 to $15; No. 3, $14.35 to $16.50; No. 4, $16.40 to $19.50; No. 5, $19.50 to $22.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben $4 00
Good Morning each 1 90
Lookout 2 35
Sleepmeter 2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	.....
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	15 00
No. 5	18 00
No. 6	21 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 38

CLOTHES LINE REELS

	Doz. net
No. 3	$23 75
No. 3½	26 25
No. 4	33 75

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$24 00	$.....
¼ in.	21 70	.....
5-16 in.	18 20	19 40
⅜ in.	13 85	16.55
7-16 in.	13 50	16 15
½ in.	13 15	15 75
⅝ in.	12 60	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$22 30	.....
3-16 in.	18 65	24 45
¼ in.	17 25	22 55
5-16 in.	14 85	18 80
⅜ in.	12 20	.....
7-16 in.	11 85	.....
½ in.	11 50	.....
⅝ in.	11 05	.....
¾ in.	10 80	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 40%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.50 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 36	0 37
Soft sheets, plain, 16 oz. and heavier, lb.	0 38	0 40
Plain Tinned, 16 oz. and heavier, lb.	0 42	....
Polished and Tinned, 16 oz. and heavier, lb.	0 46	0 50
Tubing, lb.	0 44	0 42

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 88
No. 7, lb.	0 87
Nos. 8, 9, 10, 12	0 86

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz. .....
2 ft. 10 in., doz. .....
3 ft. x 7, doz. .....

Prices withdrawn

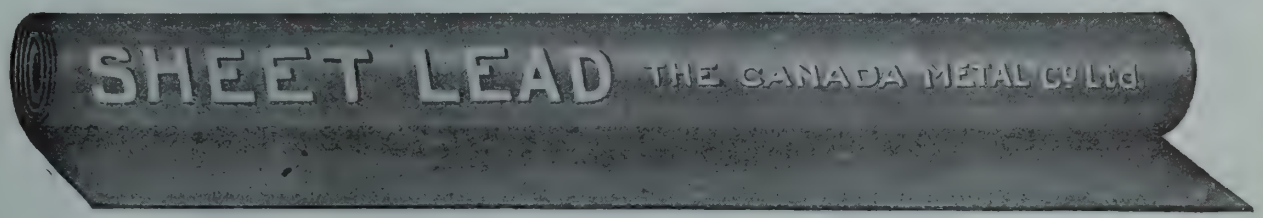
DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

SHEET LEAD

EIGHT FEET WIDE OR LESS. ANY LENGTH. ANY WEIGHT. PROMPT SHIPMENT



The subscribers to HARDWARE AND METAL include the largest buyers of hardware in Canada. The circulation of our paper is national, and covers Canada from coast to coast.

Is There A Shortage Of Skates?

Remember how many sales were lost last year because last-minute orders for Automobile Skates could not be filled?

Anticipating a similar shortage this season, we fortunately made ample provision by manufacturing a very much larger quantity than usual.

Consequently, we still have a fair reserve stock and can fill sorting orders for practically all models and sizes. Shipments made promptly.

Wire, 'phone, or mail your order immediately to Head Office or nearest branch. There will probably be a last-minute rush, as usual.

We can fill all orders promptly

C.C.M. heat treatment gives glass-hard running edge combined with a tough core which makes blades practically unbreakable. Heavily nickel-plated over copper to prevent rust.

Automobile Skates

Made in Canada by
Canada Cycle & Motor Co.
Limited
WESTON
Montreal, Toronto,
Winnipeg, Vancouver

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 27½ to 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer	50
Nov. 1, 1899.	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net; Malleable bushings, 10%; cast bushings, 17½%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 15% off list; couplings, 4 in., and under, 20%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 75	0 85
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES

	Per 100 lbs.
Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$11.55
No. 33	11 95
No. 2½	13 65
No. 3	14 30

F.o.b. Toronto.

HALTERS, LEATHER

	Doz.
Russet, rope tie, 1 in.	
Black, rope tie, 1 in.	
Black, rope tie, 1¼ in.	
No tie, 1 in.	
No tie, 1¼ in.	

HALTERS, ROPE

Sisal, 7-16 in.	
Do., 9-16 in.	
Jute, 7-16 in.	
Do., 9-16 in.	

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$28 25
3-4½ lbs.	25 00
5 lbs. and over	20 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$20 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$14 00
No. 30, 1¼-lb.	15 00

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	$7 35
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount, 22% to 27%.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, SPRING

No. 200, per doz.	$2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 80	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller Less 20c.
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CALKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$21 00
Corrugated, ⅝ in., 100 ft.	24 00
Corrugated, ¾ in.	28 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS (SAD)

Potts, No. 55, pol., per set	$2 45
Potts, No. 250, n.p., per set	2 55
Potts handles, japd., doz.	2 27
Common, No. 1, 4 and 5 lbs.	18 50
Do., 6 lbs. and up	16 50

F.o.b. Montreal, Toronto, Hamilton, London.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 48
Shelf Lock, 4 to 8 ft. only	0 36
Faultless, 10, 12 and 14 ft.	0 56

Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long

1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz
Steel Thumb, No. 2	$2 70
Steel Thumb, No. 3	3 50
Steel Thumb No. 4	5 25
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 00
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00

	List, each
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14.25
Pick, doz.	14.25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

	Doz. Net
Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	6 30
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 85
Crank wringing	3 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London: Hamilton, Milton, $6.25 base; Toronto, $6.40.

F.o.b. Montreal, $6.40 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price

Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.90; London, $7.50 base; Toronto, $7.35.

Roofing Nails — American, large heads, keg, $11; 25-lb. boxes, per F.o.b. Montreal, Toronto, Hamilton. 100 lbs., $12.

Beatty Bros Limited Bulletin

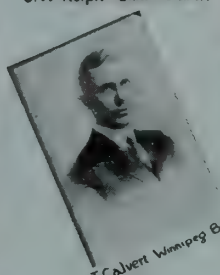

O.W Rolph Ontario Branch


D.E Starters Ontario Branch


H Sabourin Montreal Branch


R.T Coleman Ontario Branch


J.B Morrison Ontario Branch

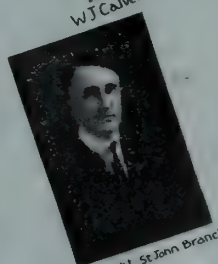

W.J Calvert Winnipeg Branch


Wm Potts Edmonton Branch


N.M. Massey Winnipeg Branch


W.R. Rief Montreal Branch


A.W Johnson Winnipeg Branch


A.E Speight St John Branch


J.R Bell St John Branch


J.K Craig Edmonton Branch


W.A. Fitzsimmons Ontario B.


J.A. Ferrier Ontario B.


J.A. Miller Winnipeg Branch

To Our Many Friends

We take this opportunity of expressing to all our friends and customers, our appreciation of their patronage during the past year of pleasant business relations and of many courtesies shown.

That this Christmastide may be full of joy and cheer, and that the New Year may bring you—prosperity, good health and happiness is the hearty wish of all BT Salesmen from Coast to Coast and—of everyone connected with —

Beatty Bros Limited.

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅝"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—	
Special No. 1	20 40
U.S. Navy	21 60
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal.	0 28
Palacine, gal.	0 31
Gasoline, net, gal.	0 42

Above prices net.

	Gallon
Black oil (summer)	0 26.6
Black oil (winter)	0 27.1
Capital, cylinder	0 98.1
Machine oil, regular grades	0 58.6
Imperial gas engine oil	0 62.6
Paraffine	0 39.6

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel oil, bls., net	0 18
Do., tank cars, net	0 16

Prices shown are barrel oasis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 14
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 85	1 85
Do., No. 2, Anchor	1 50	1 50
Dry Fibre No. 2, Elephant	1 50	
Tarred Fibre, No. 1 Anchor	1 95	1 95
Do., No. 2, Anchor	1 70	1 70
Elephant Brand, tarred, No. 2		1 70
Surprise Fibre	1 55	1 55
Stag Sheathing	1 55	1 55
Cyclone, dry	1 85	1 85
Cyclone (tarred)	1 95	1 95
Joliette Sheathing	1 50	1 50
Do., tarred	1 70	1 70

	Per 100 lbs.
Monarch Sheathing, white	10 50
Do., gray	9 75
Straw Sheathing, heavy, dry	8 05
Spruce Sheathing, 36" and 72" wide	11 75
Asbestos Sheathing	13 50
Carpet Felt	9 00
Tarred Felt, 7, 10 and 16 oz.	6 05

F.o.b. Toronto and Montreal.

PASTE	
Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	13 00
6 to 7 lbs., doz.	13 50	14 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	$2 10
4 gross (cartons), 4-in.	2 10
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 31	7.41	5 91	8 01
⅜ in..	5 31	7 41	5 91	8 01
½ in..	7 10	8 63	7 95	9 48
¾ in..	8 80	10 87	9 95	12 02
1 in..	13 01	16 07	14 71	17 77
1¼ in..	17 60	21 74	19 90	24 04
1½ in..	21 04	25 99	23 79	28 74
2 in..	28 31	34 97	32 01	38 67
2½ in..	44 75	55 28	.....	.....
3 in..	58 52	72 29	.....	.....
3½ in..	74 06	90 62	.....	.....
4 in..	87 75	107 37	.....	.....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$32 01	$38 67	$35 71	$42 37
2½ in..	48 26	58 79	54 11	64 64
3 in..	63 11	76 88	70 76	84 53
3½ in..	75 90	92 46	85 10	101 66
4 in..	89 93	109 55	100 83	120 45
4½ in..	1 05	1 29	1 30	1 54
5 in..	1 22	1 50	1 52	1 80
6 in..	1 58	1 95	1 97	2 33
7 in..	2 06	2 53	2 53	3 01
8L in..	2 16	2 66	2 66	3 16
8 in..	2 49	3 07	3 07	3 64
9 in..	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in..	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

Add 25% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in. ..... Net

Medium and extra heavy pipe, 2, 3, 5 and 6 ..... Plus 10%

Medium and extra heavy fittings, 2 to 6 inch 20%

8 inch pipe and fittings ... Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN	
King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA	Montreal	Toronto
Prices nominal, Montreal, Toronto		
Do., 60 sheets	13 25	....
Ordinary, 52 sheets	$13 00	....

PLATES, COKE, TIN	Per box Tor.	Mont.
Prices only nominal		
IC, 20x28, 112 sheets	25 00	
IX, 20x28, 112 sheets	28 00	
IXX, 20x28, 112 sheets	31 00	
IXXX, 20x28, 56 sheets	16 00	

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)	
IC, 20x28, 112 sheets	$24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 80	$4 50
No. 3	4 20	5 20
No. 4	5 00	5 65
		Each
No. 70		7 75
No. 80		10 00

PUMPS, REDWING			
No. 0	$7 50	No. 4	$12 75
No. 1	8 25	No. 5	15 25
No. 2	9 25	No. 6	18 00
No. 3	11 00	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%: Iron burrs, 32½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs: 3c on 50-lb. boxes: 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, add 15%: burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.: ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 60
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10

	Mont.	Toronto
Everlastic, 1 ply	$2 30	$2 30
Everlastic, 2 ply	2 85	2 85
Everlastic, 3 ply	3 35	3 35
Panamoid, 1 ply	2 20	2 15
Panamoid, 2 ply	2 70	2 65
Panamoid, 3 ply	3 20	3 10
Red Star, 2 ply	2 33	2 38
Red Star, 3 ply	2 75	2 80
Everlastic Liquid Roofing cement— Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement— In bbls., per gal.	0 60	
In ½ bbls., per gal.	0 65	
In 5s and 10s	0 70	
1 gal. cans, per doz.	9 00	

F.o.b. Toronto, Montreal and Hamilton.

ROPE	
Pure Manila basis	0 29½
Beaver Manila basis	0 23
New Zealand hemp basis	0 23
Sisal basis	0 21

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 21
Double lath yarn	0 21½
Yacht marline, tarred	67
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 62
Do., 5-32 in.	0 61
Do., 3-16 in.	0 58
Do., ¼ in. and up	0 57

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 25
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 25
603—50 ft., Metallic	3 75
604—66 ft.	4 25
403—50 ft., Linen	2 25
	Dozen
713—50 ft., Ass Skin	3 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	3 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

An All Purpose VARNISH

REDUCE your varnish inventory by carrying FLINTSPAR —the all-purpose varnish. It is adapted for use on porch doors, bathrooms, interior woodwork and for marine uses.

FLINTSPAR will not turn white under the action of either fresh or salt water. Its *DURABILITY* and its *QUICK-DRYING* qualities are exceptionally well balanced for a varnish of this character. A test will convince you.

Write for our proposition to-day.

FLINT VARNISH & COLOR WORKS
OF CANADA LIMITED
owned and operated by
CANADIAN EXPLOSIVES LIMITED
HEAD OFFICE
MONTREAL
TORONTO · WINNIPEG · VANCOUVER
· SUDBURY · HALIFAX ·

Makers of

FLINTSPAR



VARNISHES FLINT COLORS

SCREWS, IRON BENCH, No. 14

1 in.	$16 70
1⅛ in.	24 25
1½ in.	25 25

SCYTHES

	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS

	Doz.
00 Patent	$18 10
1 loop	17 40
2 loops	16 65
3 loops	15 20
Bush	18 55

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	...	
26 gauge	...	
24 gauge	...	
22 gauge	...	
20 gauge	...	
18 and 20 ga.		

Prices only nominal.

F.O.B. Montreal.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report.

SPIDERS

Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP

Eureka, per M. $16 85

STANDS, WASHTUB

Dowswell, doz. $52 00
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)

Bright $6 65
Galvd. 7 65

STOVES

	List each
Oil Burning Cooking	
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3-burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30% off list.

McClary Glass Front Oven No. 70, each, net 6 00

Detroit Glass Front Oven, No. 85, each, net ....

Hot Blast ..... Plus %

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	18 50

Discount 30% off list.

Hot Blast ..... Plus 10%

30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE

Hercules, doz. $3 60

SWEEPERS—

Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b. b.	$ 62 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	47 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b	58 00
Grand Rapids, jap., cyco b.b.	52 00
Parlor Queen, nick., cyco b.b	64 00
Princess, nick., cyco b.b.	60 00
Standard, jap. fittings	48 00
Universal, Jap., cyco bear.	50 00
Universal, nick., cyco bear.	56 00

F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, nickeled	$124 00
Household, japanned	110 00
Superba, nickeled	140 00

SWINGS, Ontario $10 00

TACKS

	Discount
Wire Tacks	60 and 15%

Revised Hardware Tack List adopted Jan. 30, 1920. 60 and 15%

Double-pointed tacks 65-10%

Shoe findings ..... Net list

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 50
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST

Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

	BLACK LIST		
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.

Full polished, add $1.00 per dozen net.

Half polished, add 50c per dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	add 25% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER

	per ft.
500 feet	$0 17¾
550 feet	0 19¼
600 feet	0 20¾
650 feet	0 21¾

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	$0 60
Cones, 3-ply, lb.	0 55
Do., 4-ply, lb.	0 61

VALVES AND COCKS

Compression work—Standard	25%
High grade	24%
Fuller work—Standard	30%
Basin cocks, No. 0—Standard	23%
Nos. 1 and 2	23%
Bath Cocks—Compression	25%
Flatway stop and waste cocks, Standard	25%
Roundway stop and waste cocks Standard	32%
Brass steam cocks, stand. add	10%
Radiator valves—Standard	15%
Do., removable seat	10%
Globe, angle and check valves, standard	add 5%
Gate or Straightway	Net
Jenkins Gate Valve	10%
Standard Gate	list plus 5%
Jenkins Globe	list plus 20%

F.O.B. Toronto

VALVES, FOOT

	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves

Gate Valves	Net list
Regrinding Valves	Plus 7½%
Swing Check Valves	Plus 15%
Compodisk Valves	Plus 7½%

WARES, ETC.

Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 60%
Copper Tea and Coffee Pots, list, plus 60%
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $13.40; 1¾ in., 1⅞ in., 1 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs.	$5 10	$6 00	$7 00
Section, ½ lb., per 100 lbs.	5 50	6 60	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	5 40	6 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS

Annealed or Bright.

Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0-8	Base
No. 9	0 10
No. 10	0 15
No. 11	0 28
No. 12	0 30
No. 13	0 50
No. 14	0 60
No. 15	0 85
No. 16	1 30
Annealing, extra	0 25
Coppering, extra	0 75-0 90
Bright base	6 00
Annealed base	6 25

Galvanized price on application.

Prices subject to change without notice and distinctly nominal.

Coil springs on application.

Barb wire on application.

Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 30c.

Stovepipe Wire

No. 18	$10 00
No. 19	10 50

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 25% Canadian pattern; 20% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	133 00
Ottawa, No. 331E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle	..
Eze	102 00
Rapid	92 00
Eureka	64 00

Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-

TINKER TOM'S TALKS.

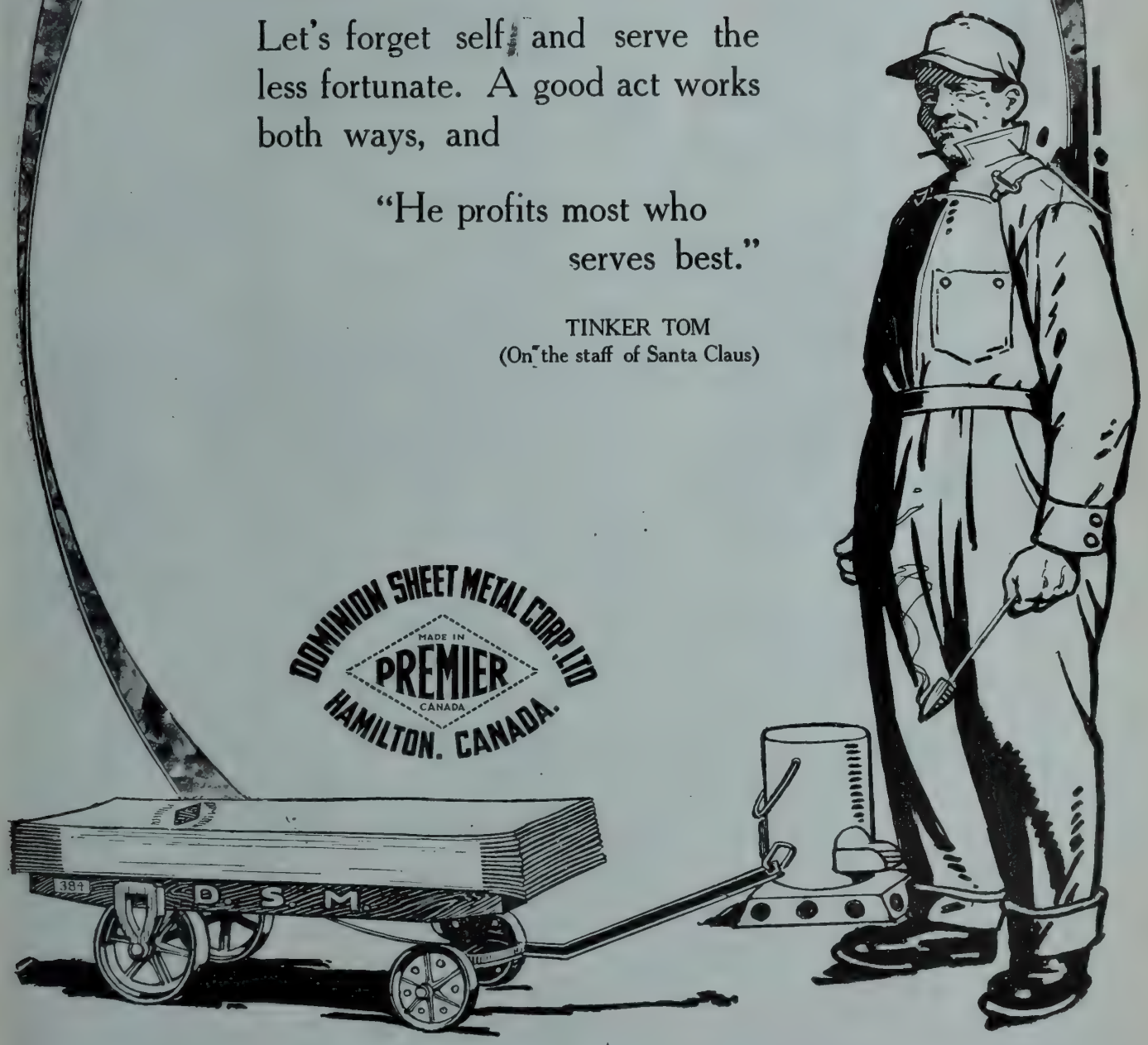
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To-day—

Let's forget self and serve the less fortunate. A good act works both ways, and

"He profits most who serves best."

TINKER TOM
(On the staff of Santa Claus)



If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	--07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	--30
Golden ocre, 100-lb. kegs	--09
White ochre, 100-lb. keg	--06
Do., barrels	--05
Yellow ochre, barrels	04-05½
French ochre, barrels	--10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	7 50
Hillcrest	7 00

GLUE	Per lb.
English, sheet	36-45
White pigsfoot	--50
Cake bone, 112-lb. bags	36-45
Hides, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00
Discount.	

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 30%; London, 30%; Montreal 20 to 20/5%
Cut size sheet glass, 40/10% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, 12½c ½-lb. pkge. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 40c. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 75	$18 20
Champion, Pure	17 75	18 20
Crown Diamond, Pure	17 75	18 20
Green Seal	17 75	18 20
Ramsay's Pure	17 75	18 20
Moore's Pure	17 75	18 20
Tiger, Pure	17 75	18 20
O.P.W. Dec. Pure	17 75	18 20
Red Seal	17 75	18 20
O.P.W. English	17 75	18 45
Elephant Genuine	18 25	18 70

B. B. Genuine Lead, less than tons, Montreal, $20.75; Toronto, $21.25.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	....
10s	0 35	....
5s	0 36	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.50

F.o.b. Montreal, Toronto

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant white	$4 95
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	5 05
C. P. Co., pure, colors	4 80
B.-H. English, colors	4 80
B.-H. English, white	5 05
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	4 20
B.-H. Porch Floor	4 80
Crown Diamond, white	4 80
Crown Diamond, colors	4 55
Crown Diamond, floor	4 20
Crown Diamond, porch	4 50
Do., Flat Wall Tone, white	3 85
Do., colors	3 75
Moore's House Colors, white	5 00
Moore's House Colors, colors	4 80
Moore's Preservo Paint, white	3 95
Do., colors	3 75
Moore's Floor Paint	3 90
Moore's Sani-Flat	3 85
Moore's Porch and Deck Paint	5 00
I.V. Elastica, white	4 45
I.V. Elastica, colors	4 20
I.V. Flatine, Int. wall, white	3 85
I.V. Flatine, Int. Wall, colors	3 75
Jamieson's Crown Anchor	4 55
O.P.W. Canada Brand, white	4 80
O.P.W. Canada Brand, colors	4 50
O.P.W. Canada Brand, floor	4 20
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 90
Ramsay's Pure, colors	4 65
Ramsay's floor	4 20
Glidden's white	5 05
Glidden's colors	4 80
Martin-Seniour, 100%, white	5 05
Martin-Senour, 100%, colors	4 80
Martin-Senour, Porch Paint	4 80
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour's Floor Paint	4 20
Sherwin-Williams, white	5 05
Sherwin-Williams, colors	4 80
Sherwin-Williams, floor	4 20
Sherwin-Williams, porch paint	4 80
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	5 05
Lowe Bros., H.S., color	4 80
Lowe Bros., hard drying floor	4 20
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	5 05
Maple Leaf, colors	4 80
Maple Leaf, floor	4 45
Pearcy's Prepared, colors	4 50
Pearcy's Prepared, white	4 75
Pearcy's Prepared, floor	4 25

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	10 75	10 75
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal.	0 75	0 75
1s (case 12 gals.)	9 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Halif-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 100lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$8 00
Less, per lb.	0 11

SHELLAC

	Pure white	Pure orange
Per bbl.	$7 75	7 00
Gal. jugs	7 00	6 50

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 00
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$2 30
O.P.W.	1 60
Anchor	1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 05
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 12½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 60	8 00
Muresco	8 80	9 90
C. D. Wall Coating, white		9 60
Do., colors		9 60

WASTE

Cream, Polishing	$0 26

WHITE

XXX	0 21½	XXX	0 23
XX	0 19½	XX, grad	0 21½
X	0 18½	XLCR	0 20
XC	0 17½	X Empire	0 18½
		X Press.	0 16½

COLORED

No. 8	0 11	Fancy	0 18
No. 1	0 15	Lion	0 16
No. 7	0 14	Standard	0 14
No. 1A	0 13	Popular	0 12
No. 1B	0 12	Keen	0 10

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING
Gliders, bolted, in bbls. 3 25
Stocks very light, prices nominal.

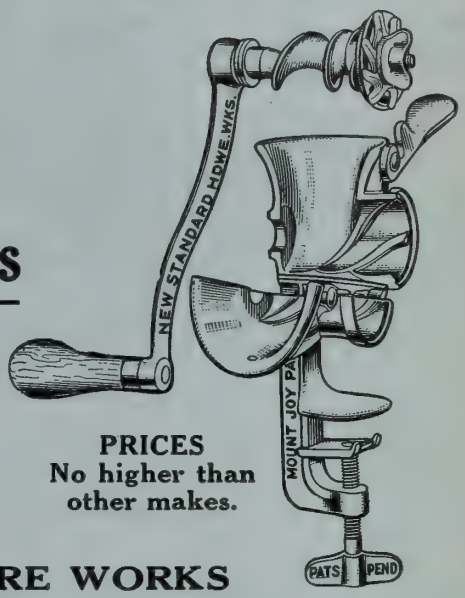
WOOD ALCOHOL	Per gal
In five gallons	$3 15
Methylated Spirits	1 90-2 55

F.o.b. Montreal, Toronto London

Some Women Don't Like Food Choppers

"Too much trouble to clean them," they say. "Rather use the old-fashioned chopping knife and wooden bowl, that can be cleaned in a moment's time."

That used to be true—it's true no longer. **NEW STANDARD FOOD CHOPPERS** overcome this one and only objection to the ordinary style of food choppers. The hopper **opens up wide**, like a book, making the inside instantly and easily accessible—making it possible to clean it perfectly in just a moment's time.



New Standard Food Choppers

The kind that you ought to offer now because their use means real economy in the kitchen. Supplied in five sizes. Five self-sharpening blades with each Chopper, for cutting fine or coarse, as desired. Exceptionally well-made—heavily tinned—will not rust.

We also manufacture Cherry Seeders, Asbestos Stove Mats, Toasters, Knife Cleaners, Nut Crackers, etc. Ask for catalogue No. 4 and for our quantity prices.

PRICES
No higher than other makes.

NEW STANDARD HARDWARE WORKS

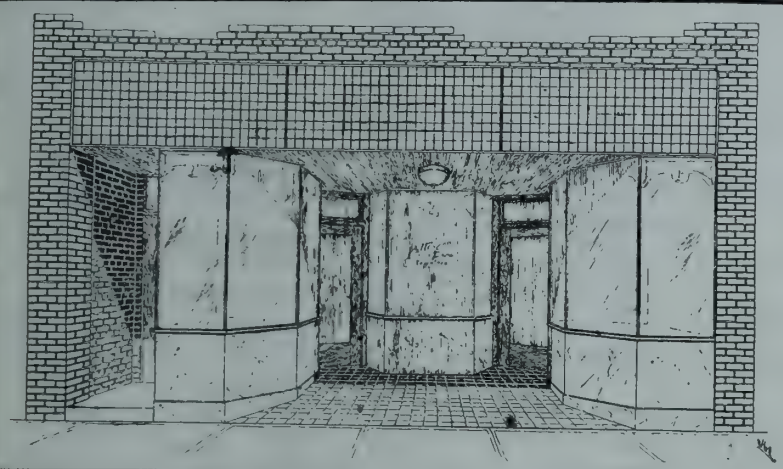
MOUNT JOY, PENNA., U.S.A.

Western Coast Representative:
Triangle Co.
Vancouver, B.C.

Central Western Canada:
Rodearmal-Davis Co.
Minneapolis, Minn.

Eastern Central Canada:
L. G. Beebe
Toronto, Ont.

Eastern Canada:
Richardson-Bureau
Montreal, Can.



A Zouri Safety Set Store Front

When you entrust your store front problem to us we give you what is best suited to your needs. You do not get a freak front designed largely to sell store front materials. We give you a front designed to sell your goods, the first requisite of any shop front.

Write for our catalog

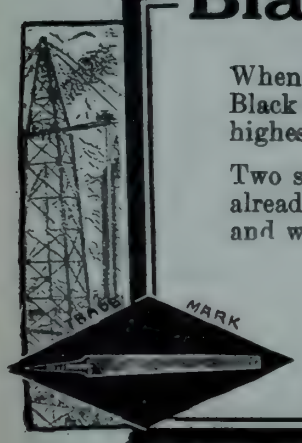
The Consolidated Plate Glass Co.
of Canada, Limited

Stocks of Zouri Safety Set Metal Store Front Construction are carried at

HALIFAX MONTREAL OTTAWA TORONTO REGINA
WINNIPEG WINDSOR EDMONTON VANCOUVER

"The Best in Glass"

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.



Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.
Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	51 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.
Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.
Farriers Clip Horn, 30c a lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin . .. .40% on list
Gilmour .....10% on list

AXES

Single Bit	$17 50 $19 00
Double Bit	24 50
Broad Axes	60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $7.30 base. Round and square over 2 in., up to and including 3 in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.80 base. Rounds over 3 in. to 6 in., $7.30 base.
base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.50 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.
Agricultural or No. 1 leather belting, 6½-10-10% off list.
Standard, 6½-10% off list. Extra 6½%.
The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft.....$56 50

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	5 50
20 oz.	7 00

CHAIN

Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.
B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.
Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power—No. 0, $14.03; No. 1, $14.03; No. 2, $15.30; No. 3, $16.58; No. 4, $21.68.
Hand—No. 0, $11.48; No. 1, $11.48; No. 2, $12.75; No. 3, $14.03; No. 4, $16.58.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1 .....$10 88
Hand, Newmarket 3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot $4 50
100 foot 8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ..... $0 90 lb.

DRILLS

See Eastern list.
Bit stock discount 40%
Blacksmiths' ½ inch shank...25%
Straight shank 25%
Do., wire 25%
Taper shank 25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.88; 10 in., $8.55; 12 in., $9.90; 15 in., $13.95.
Conductor pipe, 2 in., per 100 ft., $9.45; 3 in., $11.48; 4 in., $15.63; 5 in., $20.35.

ENAMELWARE

See Wares.

FILES

Globe .....Discount 50%
Nicholson Gen.....Discount 20%

FITTINGS—Malleable

Class A	.....50%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under ...	45%

FRY PANS Each

Cast iron, No. 8.....	$1 05
No. 9.....	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.....	$18 60	$24 75
26 to 40-in.....	20 30	24 75
41 to 50 in.....	21 85	25 00
51 to 60-in.....	22 85	28 75
61 to 70-in.....	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN Doz

Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 8	1 90

GRINDSTONES

price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 60% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.....	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.
Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.
Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....
Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.
Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.
Screw and Strap—6-in., $4.30; 8-in., $4.80; 10-in., $6.40 ;12-in., $7; 14-in., $7.60; 16-in., $9.50; 18-in., $11.

HORSESHOES

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

		Per 100 ft.	
		3-ply	Multiped
½	in.	$13 50	$21 00
⅝	in.	15 50	....
¾	in.	17 50	28 00

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$13 80
28 Am. or 26 Eng.	13 45
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 6 and over, 16½c per lb; 4 and 5 lbs., 21c per lb.
Mrs. Potts' No. 55, set..... $2 90
Mrs. Potts' No. 50, set..... 3 05
Mrs. Potts' common sad iron handles, $2.78 dozen. Mrs. Potts' improved, $3.75 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz
102	$2 63
103	2 78
104	3 15
Barn Door	
5	3 45
8	3 90
9	5 65

LEAD PIPE, $13.86.

LEAD WASTE, $14.76.

WHITE LEAD

Decorators' pure, 100-lb. tins, $19.35.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS

Pick, $15.25; cutter, $15.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in
Woodyatt	$ 12 00		$12 75
Empress	14 25		15 00
Daisy	8 75		9 50
Star	7 40		7 85
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.65 base; Winnipeg, $7.35. Cut, f.o.b. Winnipeg, $8.15.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	6 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

NETTING—POULTRY

1 in. mesh x 24 in.....	$6 85
30 in.....	8 95
36 in.....	10 50



1920-1921

TO OUR MANY FRIENDS THROUGHOUT THE CANADIAN WEST, WE BEG TO CONVEY OUR SINCERE GOOD WISHES FOR

A Merry Christmas
and
A Happy New Year

MAY WE BE PRIVILEGED TO CONTRIBUTE TO YOUR SUCCESS AND CONTINUE TO ENJOY YOUR CONFIDENCE AND GOOD WILL.

G. F. Stephens & Co., Limited

ESTABLISHED 1882

WINNIPEG CALGARY EDMONTON

"Save the surface and you save all" Paint & Varnish

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS
Square, small lots, blank, $5.25; tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED
(1 gallon can basis)

	Per gal.
Stephens' white	$5 20
Stephens' colors	4 95
Stephens' floor	4 15
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	5 20
Lion colors	4 95
H.D. floor	4 20
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's White	5 05
Do., colors	4 80
Dultone, White	4 00
Do., colors	3 90

PAPER, BUILDING	
Dry Fibre, No. 1	$1 65
Sunrise	1 50
Anchor, tarred	1 85
O.K. tarred	1 85
Tarred Felt	6 75

PICKS, CLAY
5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Per 100 ft. Blk.	Buttweld, Blk.	Steel Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 10
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA
18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $15.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 85
o. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON
No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS
Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 20
25-lb. irons, per cwt.	8 80
1½-lb. tins	0 16

RIVETS AND BURRS
Iron rivets, 20%; copper, No. 8, 64c; No. 10, 69c; No. 12, 74c.

ROPE
British Manila—9-16 in., ¼ in., 5-16 in., 28¼c; ⅜ in., 27¾c; 7-16 in., ½ in., 9-16 in., 27½c; ⅝ in., 26¾c; ¾ and larger, 26¼c.
Pure Manila—¼ in., 5-16 in., 35¼c; ⅜ in., 34¾c; 7-16 in., ½ in., 34¼c; ⅝ in., 33¾c; ¾ and larger, 33¼c.
Sisal—¼ in., 5-16 in., 25¾c; ⅜ in., 25¼c; 7-16 in., ½ in., 9-16 in., 24¾c; ⅝ in., 24¼c; ¾ and larger, 23¾c.
Lath yarn, 23¾c.
Lath yarn, 24¼c.
Cotton Rope—3-16 in., 70c; ¼ in. and up, 69c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.
Set Screws, 15%.

SCYTHES—	Doz.
Bramble	$
Bush	20 50
Excelsior	
Cast	20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET
See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT
Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, $6.90, Fort William, $7.60 Winnipeg; galvanized staples, $6.55 Fort William. .... Winnipeg.

STEEL
Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $7.30 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.55 base. Round and square, over 2 in. and including 3 in., flat over ¼ and up to 6 in. wide, $6.80 base; round over 3 in. to 6 in., $7.30 base. Band steel, $6.55 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00. 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 65% list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—	Doz. Victor	H. & N.	Jump
No. 0	$2 40	$	$
No. 1	2 85	6 20	3 85
No. 1½	4 85	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE
See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 60
Cotton, 3-ply, balls	0 62
Cotton, 4-ply, cones	0 68
Cotton, 4-ply, balls	0 70

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—
Scotch Grey Graniteware.
Colonial Imperial, Pearl, list plus 2½% advance.
Premier, Canada, Diamond, plus 40%
Whitewear, 22½% off.
Japanned Ware, list, plus 45%
Japanned Ware, white, list plus 57½%
Japanned Sprinklers, list plus 45%.
Stamped Ware, plain, 20-10-2½% discount.
Stamped Ware, retinned, 15-5-5%
Pieced Tinware, ordinary, list plus 90%
Pieced Tinware, copper bottoms, list plus 105%
Sheetiron Ware, list plus 72½%.
Light Galvanized Pails, plus 72½%
Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$22 50	$23 00
¼ in.	19 80	20 30
5/16 in.	18 60	19 10
⅜ in.	17 25	17 75
7/16 in.	16 20	16 70
½ in.	15 60	16 10
9/16 in.	15 45	15 95
⅝ in.	15 30	15 80
¾ in.	15 15	15 65
⅞ in.	15 00	15 50
1 in.	15 00	15 50
1⅛ in.	15 00	15 50
1¼ in.	15 30	15 80
1⅜ in.	15 30	15 80

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB
Lyman, 4-point, $6.35 Winnipeg; Glidden Cattle, 2-pt., $6.15 Winnipeg; Baker, 2-pt., $6.05 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.60; No. 12, $7.05.
Patented screen in 100-ft. rolls, $3.56 per 100 sq. ft.; in 50-foot rolls, $3.50 per 100 sq. ft.

WIRE — PLAIN
Bale ties, 14-gauge, single loop, $8.65 Winnipeg, $8.00 Fort William
Brass snare wire, per lb., 90c.

WIRE — ANNEALED
No. 9, $7.70; No. 10, $7.75; No. 12, $7.90; No. 14, $8.20; No. 15, $8.45; No. 16, $8.90 per 100 lbs.

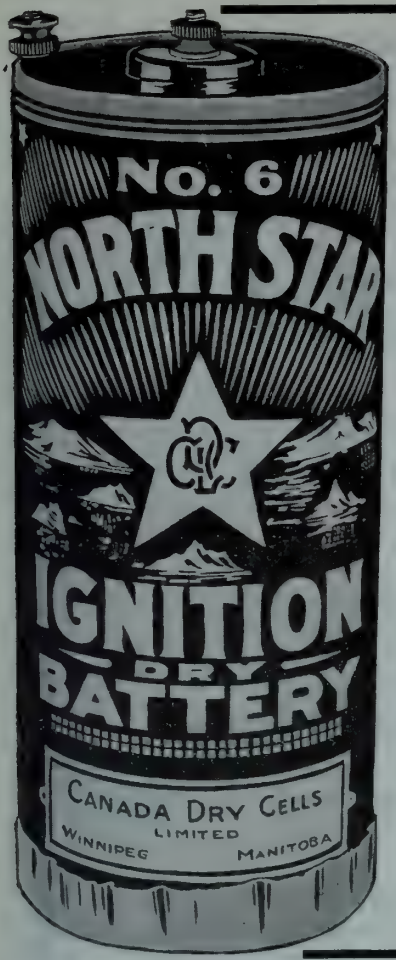
WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	
12 inch	
15 inch	
18 inch	

WRENCHES—PIPE
Trimo—27½% off list.
Stillson—20% off list.

	— Dozen— Black	N. P.
Always Ready		
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES	Doz.
Universal	$49 50
New Eze	82 50
Regent	75 00



North Star Batteries Are Guaranteed

We make them so good that we sell them with a guarantee of money back if not satisfied.

Every battery that leaves our factory is guaranteed to give better and longer service than any other battery made in Canada.

The user of North Star batteries knows that he gets better service, and looks for the North Star dealer. North Star batteries are ready sellers, and give a good margin of profit to the dealer who handles them.



Write for prices and full particulars and give name of your jobber.

Canada Dry Cells Limited

WINNIPEG **MANITOBA**



"DULUTH"

Sectional Hardware Store Equipment

Will Make Sales

Duluth Sectional Store Equipment simplifies sales, takes fewer clerks and gives more space for storage. You are losing time and money with the old-style wooden shelves and their dirty, dusty boxes. With the Duluth Equipment your customers can pick out what they want, while you wait on the first arrival.

It will pay you to investigate this practical, modern and complete line of Hardware Store Equipment —it will make sales for you.

Take advantage of our free store planning service. Write for our new booklet, "Increasing Sales and Cutting Costs." You will find it mighty interesting.

Makers of "Duluth" Sectional Hardware Store Furniture

Ask for Complete Catalogue No. 10.

Duluth Show Case Company, Duluth, Minnesota, U.S.A.

If interested tear out this page and place with letters to be answered.



It's a 50-50 Proposition Nowadays

You unlock a safe deposit box with two keys. One key is yours—the other the bank's. Neither will do it alone—both will do it easily.

It is the same combination of influence that will unlock the door to successful sales—personal friendships and the prestige behind your house.

To be sure *some* business comes through friendship alone—a lot more in the old days than now. And some merchants get trade merely on their calculating ability to foresee the wants of customers and carry the goods on hand.

But there's a combination of the two that will work wonders for any up-to-date house.

Know the customer intimately—and satisfy his requirements with the finest line of goods you can carry.

Your "Mr. Miller", who calls on factory superintendents or purchasing agents in your locality to sell threading tools may profit by this suggestion. How many of these buyers does he know personally, and how much does he use the splendid reputation your house earns by carrying the GTD line of threading tools?

It will be worth your while to see that each salesman, either outside or in, cultivates the power to make friends easily—and at the same time establishes his connection with GTD tools, selling their uses—their capabilities, and their benefits to the user.

GREENFIELD TAP AND DIE CORPORATION
of Canada, Limited **Galt, Ontario**

Successors to
Wells Bros. Co. of Canada, Limited, Galt, Ont.

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

Send for our No. 40 catalog (pocket size) and other information about GTD tools. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.

GTD
Corp. of Canada, Limited
Galt, Ontario

Send latest No. 40 catalog and put my name on your mailing list to receive information about your threading tools whenever issued.

Name of person _____

Firm _____

Address _____

H&M225

If interested tear out this page and place with letters to be answered.



To our many very old friends
as well as the ever increasing
army of new ones

Greeting:

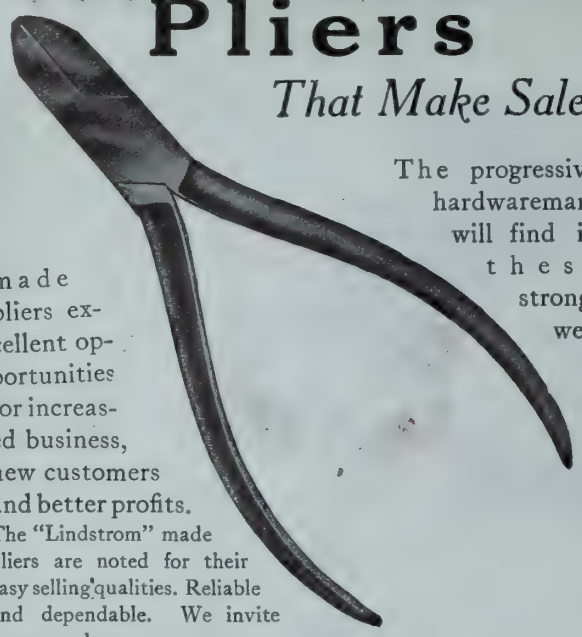
"May the Giver of Gifts
give unto you
That which is Good and that
which is True:
The will to help and
the courage to do:
A heart that can sing the
whole day through
Whether the sky be gray
or blue.
May the Giver of Gifts
give these to you."

May Courage, Cheerfulness
and Calmness be yours.
As your friend we shall be
glad and proud of your success.

The J. H. Ashdown Hardware Co., Limited

WINNIPEG CALGARY SASKATOON

Pliers
That Make Sales



The progressive hardwareman, will find in these strong, well made pliers excellent opportunities for increased business, new customers and better profits. The "Lindstrom" made pliers are noted for their easy selling qualities. Reliable and dependable. We invite correspondence.

Canadian Agent:

F. W. Lamplough & Co.
46 St. Alexander St., Montreal

Manufacturer:

F. E. Lindstrom
SWEDEN

BALE TIES

Prevent Broken Bales And Commercial Loss With
Laidlaw

Laidlaw Bale-Ties have had a long and thorough test, resulting in their general choice by buyers throughout the Dominion—in fact throughout the world.

Laidlaw Bale-Ties mean prevention of broken bales and severe commercial loss. Laidlaw Bale-Ties are superior in material, design and manufacture.

The Laidlaw Bale-Tie Company
Limited
Hamilton, Canada

Agencies:

Norman Jessiman, Vancouver, B.C. — A. T. Diggins, Toronto, Ont. — Harry F. Moulden & Son, Winnipeg, Man.
H. E. O. Bull, Montreal, Que. — M. Bryan, 24 Aldgate, London, Eng.



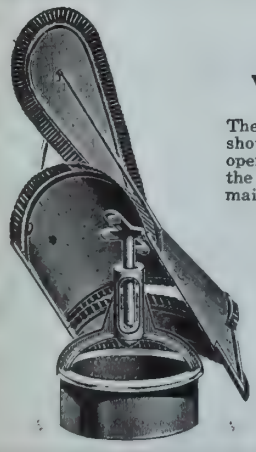
Gendron Invalid Chairs

OUR LINE IS QUITE LARGE

For the sick and infirm they are a great comfort

CATALOGUE GRADE "C" FOR THE ASKING

THE GENDRON MFG. CO., LIMITED
137 Duchess St., TORONTO



O-Rib-O
Volcano Chimney Top

The Deflector — the lower slanting part shown — receives wind through the sloped opening, directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys, and closes sales with a bang. Homes, stores, churches, factories are all your prospects.

Order to-day.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited
Winnipeg, Man.

The Advertiser would like to know where you saw his advertisement---tell him.

If interested tear out this page and place with letters to be answered.

WILLIAMS' "AGRIPPA" TOOL HOLDERS



THE production of superior drop-forged tools is traditional in our works. For nearly half a century our entire energy, equipment and resources have been devoted, wholly and exclusively, to the manufacture of the highest grade of product made possible by the development of the drop-forging art.

Like all of our *standard* Machinists' Tools, Williams' "Agrippa" Tool Holders are built for service—severe service that tries stamina to the utmost. Drop-forged from a special grade of carefully selected steel—scientifically heat-treated and hardened—they are sturdy, dependable tools of proven strength and merit.

A wide range of sizes in standard patterns for all regular machining operations: Turning, Boring, Planing, Threading, Knurling, Cutting-off and Side Work.

MACHINISTS' TOOL BOOK ON REQUEST.

J. H. WILLIAMS & CO., LTD.

"The Drop-Forging People"

Formerly the Canadian Branch of The Whitman & Barnes Mfg. Co.

30 THOROLD ROAD ST. CATHARINES, ONT.

Gaining New or Greater Distribution

is a well-recognized and familiar use of properly-directed, continuous advertising.

For either marketing on a national scale or by "Zone Methods" continuous, properly-directed advertising blazes the trail, carries your name, reputation and a knowledge of the product to the trade, paving the way for the salesmen, lubricating your whole distribution system and creating friendly territory waiting to welcome your product and your travellers as your production expands.

A weekly message to the whole hardware trade of Canada through HARDWARE AND METAL—their recognized source of business information—will increase your distribution.

If interested tear out this page and place with letters to be answered.

"The best window display is that which sells the most goods"



Your Best Advertising Medium

YOU cannot conceive of a better advertising medium than your show windows, pay what you will. Thousands of people never see any other part of your store but the outside. What kind of impression are you giving these possible customers?

An appeal to the eye is the most direct and effective method of arousing interest in merchandise. Practically every article must first appeal to the eye. A good window display owes its effectiveness to this first principle of selling.

Use C.G.E. Electrical Goods for your most important displays. Their artistic appearance and unquestionable quality, especially commends them for display purposes.

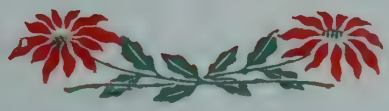
Say "Merry Christmas" Electrically

Canadian General Electric Company, Ltd.

Head Office - TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.





MAY Christmas be deeply joyful and the New Year usher in prosperity, health and business in abundance.

We are looking forward to a continuance of our pleasant business relations with those merchants who have profited well by selling our lines. Those who have not as yet done so, we invite to place a sample order. A trial will demonstrate the superior selling qualities of the goods we handle and the excellent profits they afford.

A Merry Christmas

And

A Happy New Year!



WOOD, VALLANCE, Limited

WINNIPEG AND REGINA

OUR OTHER HOUSES:

Wood, Alexander & James, Hamilton and Toronto

Wood, Vallance & Adams, Limited Calgary, Alberta

Wood, Vallance & Leggat, Limited Vancouver, British Columbia

Wood, Vallance Hardware Co., Limited Nelson, British Columbia

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Castings
The Toronto Lock Mfg. Co., Toronto.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
Hurtubise Limited, Montreal, Que.
Landers, Frary & Clarke, New Britain, Conn.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Dupont Powder Co., Wilmington, Del.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
Wm. J. Brown, Montreal, Que.

Ash Sifters
Leslie Tinware Co., Ltd., The, Ottawa, Ont.
Soren Bros. Co., Ltd., Toronto.

Auger Rings
Orescent Co., The, Meriden, Conn.

Auto Accessories, Equipment and Supplies. (Jobbers)
D. Ackland & Son, Limited, Winnipeg, Man.
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Northern Electric Co, Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Hyslop Bros., Toronto.
Hurtubise, Ltd., Montreal, Que.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
Ames, Holden McCready, Limited, Montreal.
Auto Specialties Co., Fort Erie, Ont.
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Franco-British Supply Co., Winnipeg, Man.
Goodell Pratt Co., Greenfield, Mass.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
The Imperial Bit & Snap Co., Racine, Wis.
The Kales Stamping Co., Limited, Walkerville, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont
K-P Products Co., Inc., New York.
Will. B. Lane, Chicago, Ill.
The Locktite Mfg Co., Windsor, Ont.
The Motor Specialties Co., Waltham, Mass.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill
C. A. Shaler Co., Waupun, Wis.
A Schrader Sons, Inc. Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Automobile Jacks
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Millers Falls Company, Millers Falls, Mass.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co, Ltd., Toronto
Canada Dry Cells Ltd., Winnipeg.
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Belting, Transmission, Elevator and Conveyor
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.
The Toronto Lock Mfg. Co., Toronto.

Bolts, Hanger Screw
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Boring Bars
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
United Brassfounders & Engineers, Ltd., Manchester, England.
The Toronto Lock Mfg. Co., Toronto.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.



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If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Bronze Castings
The Toronto Lock Mfg. Co., Toronto.

Brooms
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Business Machines
The International Business Machines, Ltd., Toronto.

Buttons, Electric Push
The Toronto Lock Mfg. Co., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto Lock Mfg. Co., Toronto

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.
Soren Bros. Co., Ltd., Toronto.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.
The Toronto Lock Mfg. Co., Toronto.

Castings, Grey Iron
The Canadian Stoves Limited, Grimsby, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd. Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Ward & Payne, Sheffield, Eng.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.

Chucks, Tap
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

Churns, Glass
The Dazey Churn & Mfg. Co., St. Louis, Mo

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Chicago Flexible Shaft Co., Chicago, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Concrete Reinforcing Twisted Squares
Burlington Steel Co., Ltd., Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Greetings

MAY OUR FRIENDS IN THE TRADE LOOK BACK WITH PLEASURE, AS WE DO, TO A YEAR FILLED WITH GOODWILL AND EARNEST SERVICE. WE WISH THEM ALL A MERRY CHRISTMAS AND A HAPPY NEW YEAR.

HOYT METAL COMPANY
EASTERN AVE. & LEWIS ST.
TORONTO.

GLASS

The very sincere seasonal greetings of this firm go out to its many customers, in the hope that this will be accepted in its very warmest sense, and not as a mere formal good wish.

With the advent of the New Year, we are looking to a continuation of the very pleasant relationship which has existed heretofore.

ONTARIO PLATE GLASS LIMITED, HAMILTON, ONTARIO

Advertising in Hardware and Metal is economical, because the advertiser reaches only a class of business men directly interested in his product.

THE BUYERS' GUIDE

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry, Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
J. H. Williams & Co., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Soren Bros. Co., Ltd., Toronto.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Display Racks and Stands
Cameron & Co., Toronto.

Disinfectants
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bells
The Toronto Lock Mfg. Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Toronto Lock Mfg. Co., Toronto

Door Hangers
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Door Strip
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
The Sheffield Twist Drill & Steel Co., Ltd., Sheffield, England.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont.
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Grinders
Western Hardware Mfg. Co., Milwaukee, Wis.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Casement, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
The Toronto Lock Mfg. Co., Toronto.

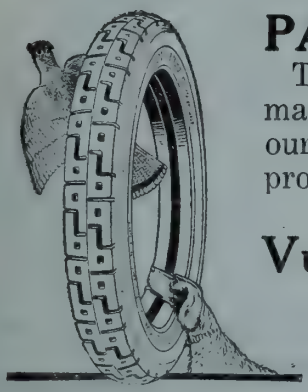
Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Big Business for the Dealer

Who Sells Trees' Automobile Accessories This Winter



PARTRIDGE TIRES

These are no "fair weather" tires. Strong and sturdy, they were made for just such rough driving as the motorist will encounter on our winter roads. Partridge Tires require little selling effort, and the profit is good.

Vulcanizing Department

We maintain a vulcanizing department in charge of experts, where we do work for the trade, allowing a margin of profit for you. Prepay your tires to us for repair work.

Some of Trees' Accessories for the Winter Trade

Since 1866, we have maintained a reputation for fair dealing; we back everything we sell. When your stock on standard accessories gets low, let our salesman figure a price on your re-stocking order.

Tire Chains **Tire Covers** **Auto Robes** **Hood Covers**
Hart Batteries **Anti-Freeze** **Radiator Cement**

SAMUEL TREES & CO., LIMITED, 42 Wellington St. E., TORONTO

Manufacturers, Jobbers and Wholesalers of Automobile Accessories **Established 1866**



If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
The Canadian Stoves Limited, Grimsby, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Soren Bros. Co., Ltd., Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gasoline Tanks and Pumps
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Granite Ware
Sheet Metal Products, Ltd., Toronto.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
Que.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Door
The Toronto Lock Mfg. Co., Toronto.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Greenfield Tap and Die Corp.

Hangers, Barn Door
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hangers, Door
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Slater & Barnard, Ltd., Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.



—your town will need lots of Columbia Hot Shot Dry Batteries for Christmas

THERE is now an avalanche of giving electrical toys and fascinating educational apparatus to youth of all ages for Christmas. Wireless telegraph sets, miniature railways, lighting plants, and electrical devices of all sorts are sold at popular prices everywhere.

This provides you a ready market for a brisk Christmas business in Columbia Hot Dry Batteries. The Hot Shot is one simple, single dry battery of several cell-power---the portable, safe, inexpensive package of power that the youngsters delight in possessing.

Stock up now to sell Columbia Hot Shot Dry Batteries for lighting Christmas trees and for running the hundred and one novelties that use electricity from this unique Columbia package.

Columbia Dry Cells and Hot Shots are now packed in attractive ASSORTMENTS. Write for descriptive circulars TO-DAY.

CANADIAN NATIONAL CARBON CO., LIMITED

Hillcrest Park, Toronto

121152043

Columbia Dry and Storage Batteries

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Headlights, Auto
Northern Electric Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, On.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Heaters, Gas, Water
The Canadian Stoves Limited, Grimsby, Ont.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Northern Electric Co., Limited, Montreal, Que.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Applinances
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Household Pails
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.
Soren Bros. Co., Ltd., Toronto.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Ironing Boards
The Stratford Mfg. Co., Stratford, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.
Soren Bros. Co., Ltd., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canada Cutlery Co., Limited, Kingston, Ont.
C. C. Craig Co., Winnipeg, Man.
Jonathan Crookes & Son Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
F. W. Lamplough & Co., Montreal, Que.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Knockers, Door
The Toronto Lock Mfg. Co., Toronto.

Ladders, Step, Extension, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
The Coleman Lamp Co., Limited, Toronto.
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Works, Chicago

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Lathe Dogs, Drop-forged
J. H. Williams & Co., St. Catharines, Ont.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Seats
The Stratford Mfg. Co., Stratford, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Swings
The Stratford Mfg. Co., Stratford, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

Levels
Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
J. H. Williams & Co., St. Catharines, Ont.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.


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MONTREAL, WINNIPEG



Name of Hardware Merchant and further details, supplied upon request

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The close relationship between retailer and customer in this instance is typical of conditions existing in hundreds of Canadian towns, villages and cities.

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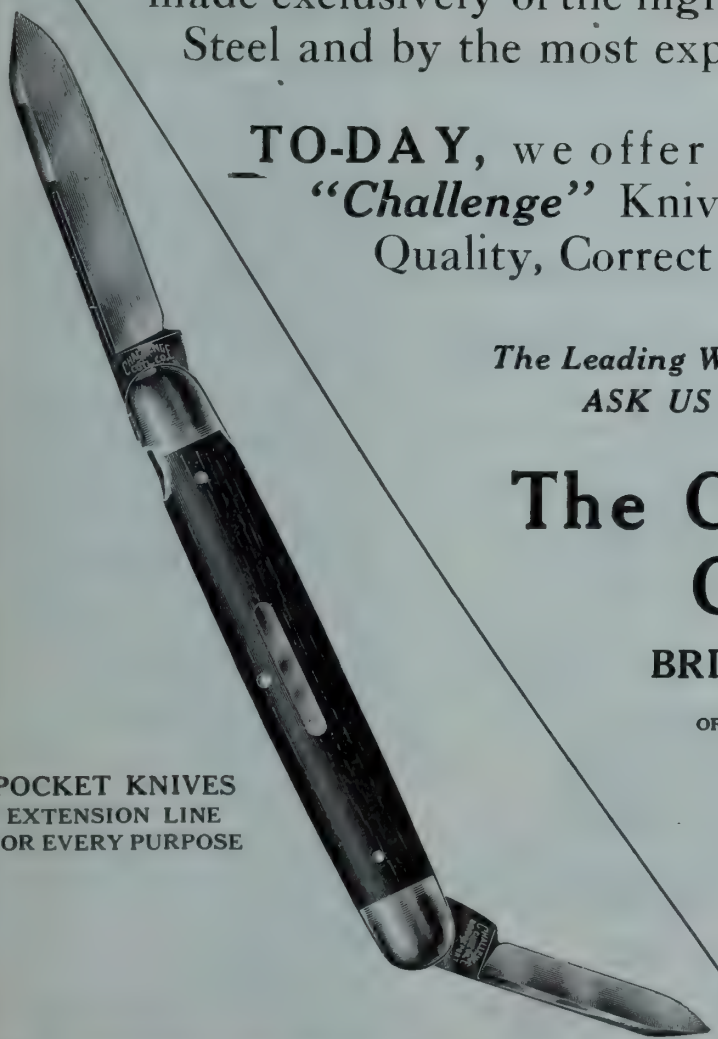
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Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metal Cutting Saws
Clemson Bros., Inc., Hamilton, Ont.

Metal Saws, Power
Clemson Bros., Inc., Hamilton, Ont.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Milling Cutters
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
The Montreal Rolling Mills Co., Montreal, Que.
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.
Sheet Metal Products, Ltd., Toronto.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Atlas Iron, Wire & General Metal Works, Toronto.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
MacArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
MacArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.
Soren Bros. Co., Ltd., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Chamberlain Desolvo Co., Toronto.

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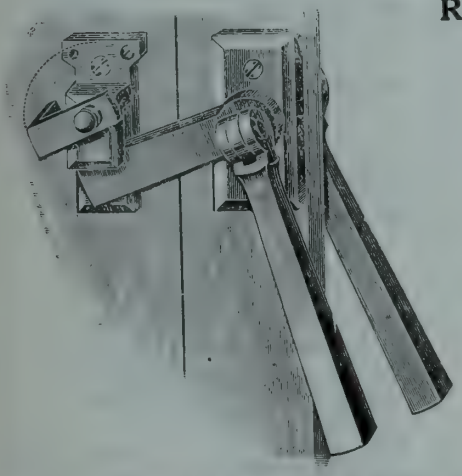
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Fig. 117

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Posts, Fence, Steel
Burlington Steel Co., Ltd., Hamilton, Ont.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
A. C. Leslie & Co., Ltd., Montreal.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pruning Shears
The Peck, Stow & Wilcox Co., Southington, Conn.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Push and Pull Plates
The Toronto Lock Mfg. Co., Toronto.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Westco Pumps Ltd., Toronto.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiators, Auto
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
AutoStrop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
C. C. Craig Co., Winnipeg.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros. Co., Ltd., Toronto.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., St. Catharines, Ont.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Roofing, Ready
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Safety Razors
AutoStrop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
Simonds (Canada) Saw Co., Ltd., Montreal, Que
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saws, Metal Cutting
Clemson Bros., Inc., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
Burrow, Stewart & Milne Co., Limited, Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screws, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

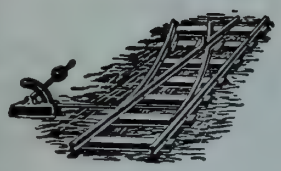
Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skreene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

G R

MINISTRY OF MUNITIONS





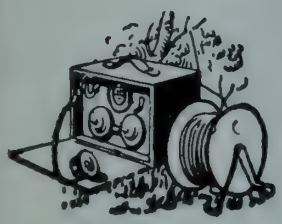
THE DISPOSAL BOARD
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STOCKS

LYING IN THE UNITED KINGDOM
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AVAILABLE FOR EXPORT
of
ENGINEERING STORES





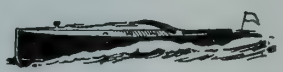


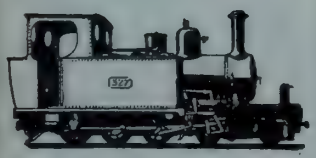




- Ferrous and Non-Ferrous Metals
- Plant and Machinery
- Steam Engines and Boilers
- Factory Stores
- Machine Tools
- Railway Material
- Electrical Instruments and Machinery
- Medical Stores
- Chemical and Explosives
- Agricultural Machinery
- Aircraft
- Furniture
- Textiles and Clothing
- Boots and Leather Equipment
- Motor Boats, etc., etc.

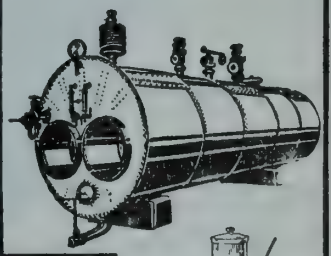








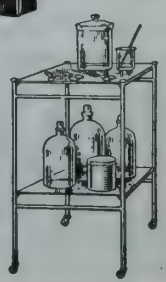






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Caxton House, Tothill St., London, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
The Bridgeport Hardware Mfg. Corporation, Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines, Electric and Motors
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.

Shears
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sheet Metal Products
Sheet Metal Products Co., Toronto.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shop Barrels
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Souris, Man.

Sickles
Wiebusch & Hilger, Ltd., New York, N.Y.

Sifters, Ash
The Burrowes Mfg. Co., Toronto, Ont.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Soren Bros. Co., Ltd., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.
The Peck, Stow & Wilcox Co., Southington, Conn.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Great Western Smelting and Refining Co., Ltd., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Geo. W. Reed, Montreal.
Owl Metal Co., Ltd., Winnipeg.
Northern Electric Co., Montreal.

Soldering Paste
Canada Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hoyt Metal Co., Toronto.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Soap Dishes
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Spice Tubs
E. B. Eddy Co., Ltd, Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
The Crescent Co., Meriden, Conn.
Greenfield Tap & Die Corporation, Galt, Ont.

Squares
The Crescent Co., Meriden, Conn.
The Peck, Stow & Wilcox Co., Southington, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.
Canadian Potato Machinery Co., Ltd., Galt, Ont.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement, all Shapes
Burlington Products Limited, Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Stools
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Stones, Sharpening
The Western Hardware Mfg. Co., Milwaukee, Wis.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Ower Sound, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Electric
Canadian General Electric Co., Ltd., Toronto, Ont.
Canadian Westinghouse Co., Limited
National Electric Heating Co., Ltd., Toronto, Ont.
The Northern Electric Co., Limited, Montreal, Que.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Strops, Razor
C. C. Craig Co., Winnipeg.
Dingley Bros., Export, Limited, Lindsay Bldg., Montreal, Que.

Stroppers, Automatic Razor
C. C. Craig Co., Winnipeg.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Syphons
The Anthes Foundry Co., Limited, Winnipeg, Man.

Tacks
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.



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THE BUYERS' GUIDE

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Wipdsor, Ont.
The L. S. Starrett Company, Athol, Mass.

Tarpaulin
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tarred Welts
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Timers for Ford Cars
The Franco-British Supply Co., Winnipeg, Man.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Ames, Holden McCready, Limited, Montreal.
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Toboggans
J. H. Hanson Co., Limited, Montreal, Que.
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Transport Specialties
The Union Transit Co., Glasgow, Scotland.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
J. H. Hanson Co., Limited, Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
Henry Disston & Sons, Limited, Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube Co., Woodstock.

Tumbler Holders
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.

Twines
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Canadian General Electric Co., Ltd., Toronto, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal, Que.

Valves, Acid Resisting
Hoyt Metal Co., Toronto, Ont

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.
United Brassfounders & Engineers, Ltd., Manchester England.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The J. H. Hanson Co., Ltd., Montreal, P.Q.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Vulcanizers
The Adamson Mfg. Co., Hamilton, Ont.
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Blue Bird Corporation Ltd., Brantford, Ont.
J. H. Connor & Son, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Water Systems
The Westco Pumps Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville Ont.

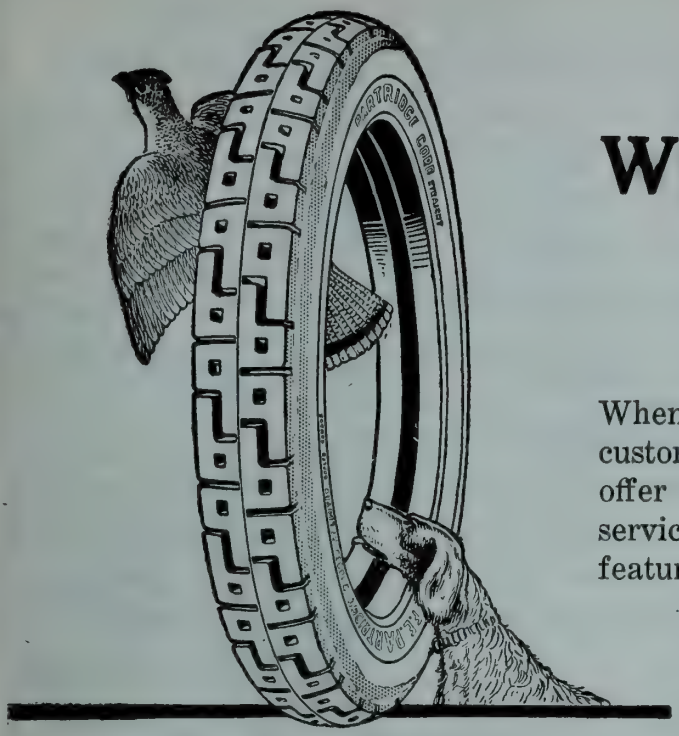
Weights, Horse
The Katie Foundry Co., Galt, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.



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When a dealer buys tires he represents his customers. They look to him to secure and offer to them tires that will give the utmost service. That is why the number of dealers featuring Partridge tires increases every week.

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Your customers want Partridge Cord Tires, because, while delivering two to four times the mileage of Fabric tires, they cost only 40% more—a great saving of both money and worry. And the guarantee that goes with Partridge quality is particularly valuable, since it is backed by the proven ability to satisfy the tire user.

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ARE GOOD TIRES FOR YOU TO FEATURE

They make satisfied customers. It is very profitable to a man to be known as the Partridge dealer for his community.

Write us for information.

The F. E. PARTRIDGE RUBBER COMPANY, LTD., Guelph, Ont.

Partridge Tires - Game as Their Name

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Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
The Canadian Supply Co., Ltd., Saskatoon, Sask.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.
Whites Limited, Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Window Weights
The Katie Foundry Co., Galt, Ont.

Window Fittings
Stanley Davies, Weston, Ont.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Screens
Atlas Iron, Wire & General Metal Works, Toronto.

Woodenware
The Brett Mfg. Co, Winnipeg, Man.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wrenches, Socket
C. C. Craig Co., Winnipeg.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wringers, Electric Power
Blue Bird Corporation Ltd., Brantford, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., St. Catharines, Ont.

Zinc, Bar
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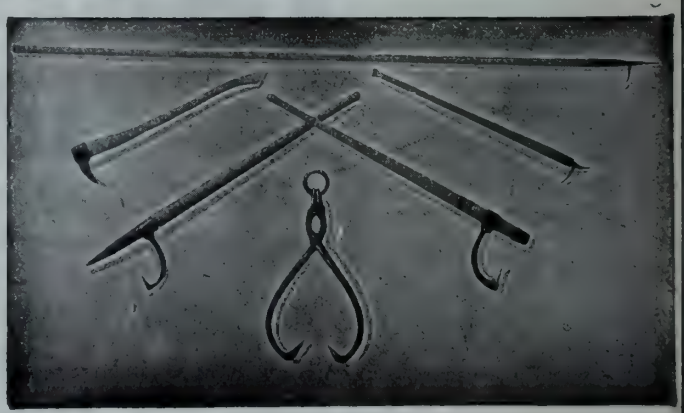
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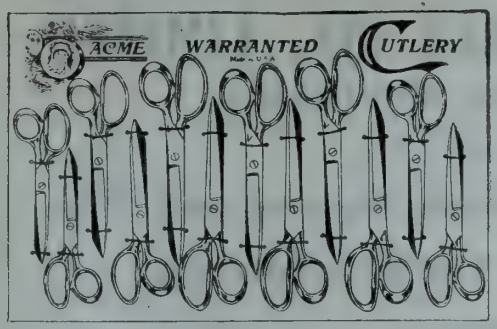
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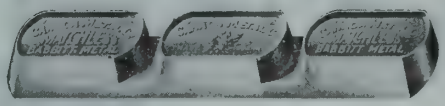
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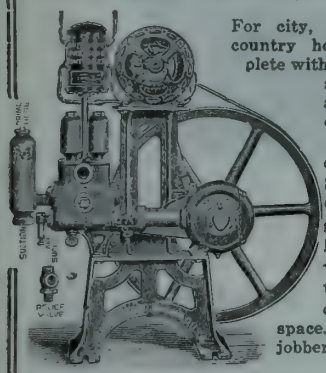


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Manufacturers of
FERRONA PIG IRON
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THE GOOD QUALITY OF LONDON BAR IRON

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Sales Agents: Manitoba, BISSETT & WEBB, LTD., Winnipeg
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Manufacturers of

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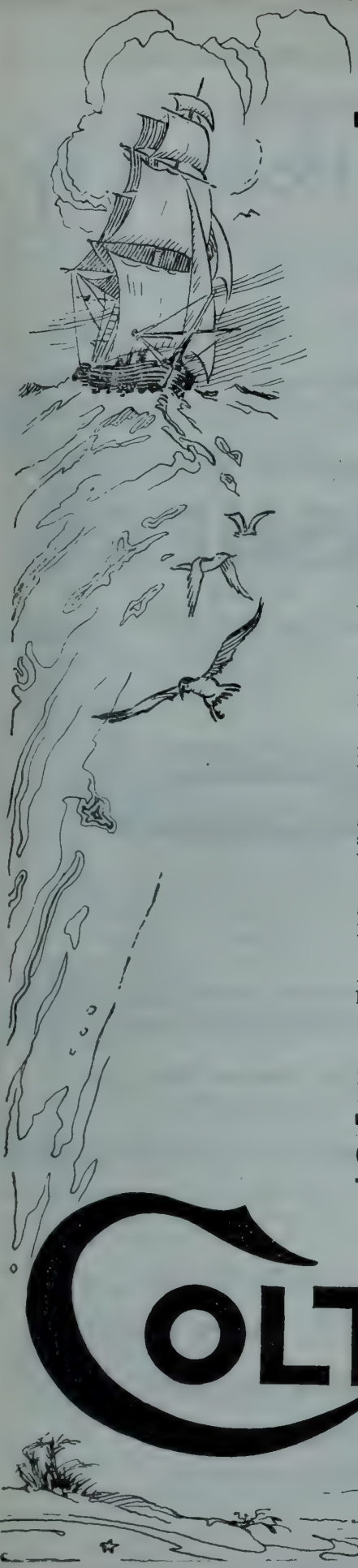
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NOW, Friend Salesman, we are not going to "advise" you on the best method of selling COLT'S FIREARMS—you know your own customers and have your own individual "line" of selling argument, else you wouldn't be the man behind the counter.

But, we believe you may be interested in a few of the "COLT POINTS" that we try to hammer home to the consumer in our National Advertising.

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The more you know about COLTS and the better able you are to help the customer in his choice, the more confidence he will have in **you** and your judgment **in future sales.**

If a customer shows a decided tendency for an automatic pistol, remember that 90% of this type is sold for pocket, home or office use—the Caliber .25, .32 or .380 Hammerless, Pocket Models cover this field.

But remember also that the REVOLVER is still preferred by about 50% of buyers and carried by 90% of Police Officers, because of its simplicity. A little study of our catalog will show you a line of models that cover every possible use for this style of arm.

You can, without mental reservation, exhibit the COLT AUTOMATIC as the safest in the world. It cannot be fired unless held in the hand properly, because it is ALWAYS safe until the trigger is pulled.

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NEW SAMPLES—NEW PRICES

5/T **HORSE BLANKETS-ROBES** 5/T

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J. J. Turner & Sons, Limited Manufacturers of Tents, Tarpaulins, Horse Covers, Flags, etc. **Peterboro, Ont.**

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For the Hardware Dealer there is Satisfaction in knowing that the Saws he sells will give the customer the best of service. If he handles the Simonds line he is assured of the highest quality backed by the fullest guarantee.

Write for terms and discounts.

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Wrought and Steel Plate WASHERS
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PLAIN OR GALVANIZED



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STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

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There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

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"CAVENDISH" CUTLERY & PLATE

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TRIMO



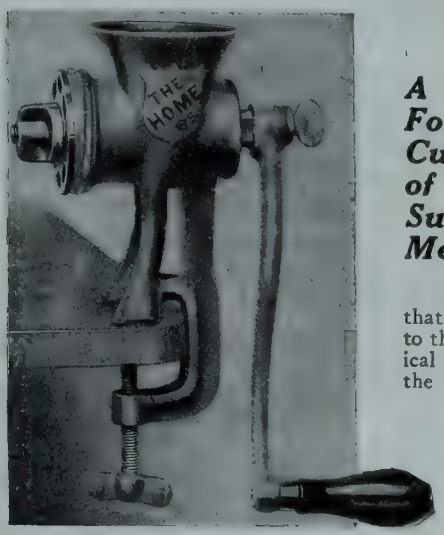
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The Trimo Steel Handle Pipe Wrench is also made in the 6", 8" and 10" size with narrow jaws and fine milled teeth, especially adapted for close work.

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"HOME 65"
QUICK—CLEAN—WATER-TIGHT
Open-end cylinder makes it easily cleaned.
Cuts any kind of Food.
Home 65: Family Style. Home 55: A Smaller Model
Made in Canada—Superior to any imported

Write for Proposition.

Maxwells Limited, St. Marys, Ont.

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Your Store has earned the reputation of carrying in stock only the best tools.
Your prestige as a discriminating buyer will be materially enhanced if you stock and sell the reliable

P x H and IMPERIAL FILES.

P x H

IMPERIAL

"They Cut Faster and Wear Longer."

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OUR STOCK IS WELL ASSORTED

ROLLINGS CAN BE ARRANGED PROMPTLY

SEND US YOUR DETAILED SPECIFICATIONS

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Quick turnover, bigger sales, and better satisfied customers all result from handling goods which are properly advertised. To be properly advertised means that the advertisements must reach your customers in the paper which interests them most.

In the West eighty-five per cent. of retail hardware business is done with farmers. Naturally the firms whose trademarks and names are shown here use *The Nor'-West Farmer* as the most effective means of assisting you to increase your turnover and profits on their lines. These are but a few of our many advertisers. Others will be mentioned in subsequent advertisements.

Their advertisements in this paper command interest, confidence, and a buying response, because they are published where they will get attention—in a practical farm paper that is carefully read. With a circulation of 75,000, *The Nor'-West Farmer* is helping you to sell to the best farmers of Manitoba, Saskatchewan, and Alberta.

It means a lot to you to know what lines are regularly advertised in Western Canada's Leading Farm Paper. The advertisements are your guarantee of profit.

The Nor'-West Farmer

The Pioneer Farm Journal of Western Canada

Winnipeg - Canada



If interested tear out this page and place with letters to be answered.

What Will Santa Claus Bring Our Politicians ?

"SANTA'S POLITICAL STOCKING" is the title of J. K. Munro's feature article in MACLEAN'S December 15th issue. Mr. Munro thinks old Kris Kringle should bring Premier Meighen a "cap that will pull down over his ears, so that he can't hear what his Cabinet colleagues are saying about him"; a hobby horse for Crerar; a tin sword for Ballantyne; a "white plume" for Lapointe; a case of grape juice for Rowell, and a pair of long trousers for Mackenzie King.

Mr. Munro also sizes up the East Elgin farmers' victory, and lets you know its real significance.

Dr. Wilfred T. Grenfell, C.M.G.

THE famous physician of Labrador has contributed a striking piece of graphic fact-fiction for the Christmas issue—"Deeds of 'Derring Do'," which describes the brave fight waged by Skipper Loveday, his crew and wife—in the dismantled Silver Queen. They expected to find a watery grave that Christmas week, but the wife's dauntless spirit put so much courage into the men that they won a fearful fight against the December gales.

Christmas Issue of Maclean's, December 15th

"THE EMANCIPATION OF POLLY MacCRAE"
By F. B. M. Collier.
The so-human story of two spinster sisters in Old Ontario and how the crippled one won a husband.

"THE JEST OF CIRCUMSTANCE"
By Gertrude Arnold.
Phyllis lands in a Canadian city, fresh from England, and there is no fiancé to meet her. The girl ultimately finds happiness just as the Christmas Carols commence—but how?

"OUR GOLDEN FLOOD ROARS EAST"
By Nicholas North.
Every few minutes a train loads up at one of our many mammoth grain elevators, taking our wheat to the seaboard.

"THE CITY OF PERIL"
By Arthur Stringer.
The largest instalment yet published of this sensational dramatic serial of Bolshevistic plotting in New York.

"—AND ALL POINTS NORTH."
By Nellie L. McClung.
A gripping story of the pioneer men and women of the Peace River country—many even out of the reach of railroads, telephones and doctors. Read what trained nurses are doing in the pioneer settlements.

"OF CHRISTMASES AND GOVERNORS"
By Colonel George Ham.
The "Colonel" has spent Christmas in some peculiar places. His experiences form the foundation of a great story. Also, Col. Ham tells of the human side of some of our Governors-General.

"WHO GETS OUR PAPER PROFITS?"
By Agnes C. Laut.
The real facts of our paper, pulp and sulphite products, and some information as to where the biggest slices of the melon go.

"THE YULETIDE GLOW"
By Charles Christopher Jenkins.
What converts Scrooges into human beings, 'round about December each year? Get in a crowd with "Jenk" and you'll find out.

"BUTTERED SIDE UP"
By C. W. Stephens.
The hero of this story loses his job a few days before Christmas. But he doesn't lose the girl, and lands a real job Christmas Eve.

"ORATORS I HAVE ENJOYED"
By "Margot" Asquith.
The wife of the ex-Premier tells what she thinks of Lloyd-George, as an orator, and others.

Review of Reviews Section

"The War Spirit in the World"—By Sisley Huddleston.
"The Irresistible Thing"—By Sir Gilbert Parker.
"German Universities Hard Up"—By Allen W. Porterfield.
"The Bleeding Statues of Tipperary"—By Edwin E. Slosson.
"A Modern Burton"—By Charles A. Merrill.
"Lansdowne's Memories"—By Marquis of Lansdowne, K.G.
"Flesh and Blood Inspired Barrie"—By William de Wagstaffe.
"Doctors Dupes of Fashion?"—London Lancet.

SECURE YOUR COPY EARLY---THE SUPPLY IS LIMITED.

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

DECEMBER 15th ISSUE ***On All News-stands*** ***20c***

Or Send $3.00 for a Year's Subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto, Canada

If interested tear out this page and place with letters to be answered.

Sure! - - - - - It's Right if the Empire Says So

Absolute dependability, that is the big feature back of the

Empire Adjustable Aluminum Level

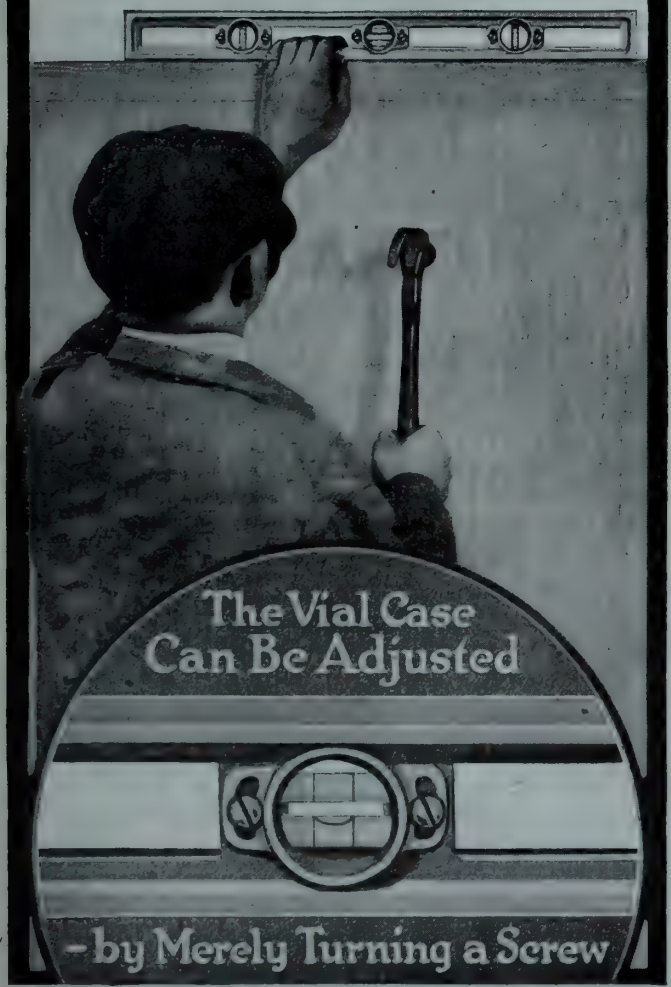
A series of exacting tests gives it an accuracy that is reliable. Workmen have come to accept this wonderful tool as the standard of authority—the last word in levels.

The adjustability of the vial case gives it double the usefulness. It levels off pitched as well as straight surfaces.

The level is made of a special process aluminum alloy to give it extra durability. It is light in weight and easily handled. Send for catalog.

Empire Level Mfg. Co.
313 First Ave. Milwaukee, Wis.

Manufacturers of a complete line of wood and aluminum levels, hawks, darbies and floats.



UNION TRANSIT CO.

FREIGHT CONTRACTORS
STEAMSHIP AGENTS
INSURANCE BROKERS
WAREHOUSE KEEPERS AND
DISTRIBUTING AGENTS

ALLOW US TO CO-OPERATE WITH YOU IN YOUR EFFORTS TO DEVELOP TRADE WITHIN THE EMPIRE.

We are TRANSPORT SPECIALISTS and our combination of facilities enables us to undertake the handling of all classes of Transport Business on the BEST POSSIBLE TERMS CONSISTENT WITH EFFICIENT SERVICE.

CHIEF OFFICE:
381 ARGYLE ST., GLASGOW.

Cables and Telegrams: TRANSIT, GLASGOW.
Codes: { Western Union, Scott's (10th Edition) Marconi, A.B.C. (4th & 5th Editions)



No. 142 Hook
Cast Brass

You Will Increase Your Business

if you stock Stratford Brass Products. Send for Catalogue. We can supply you with everything in Furniture Trimmings of all kinds, also Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company
Limited
Stratford, Ontario

If interested tear out this page and place with letters to be answered.

OUR COLORED GRADES
1B, 1A, 7, 1, 5



OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

Tuck's Genuine Packings

Asbestos and Others for High Pressure, Steam, Hydraulic and Other Purposes

Trial Orders Solicited—Our Packings Do the Rest

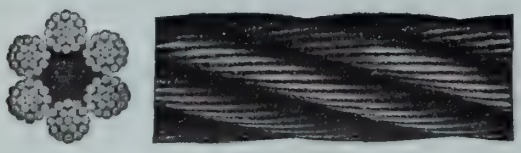
Insist Upon Having the TRADE 

Packing Bearing Our MARK

TUCK & COMPANY, LIMITED
LONDON LIVERPOOL CARDIFF, ETC.

Canadian Representative
Wm. J. Brown, 117 Youville Square, Montreal
Stocks Carried in All Sizes TEL. No. MAIN 2387

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

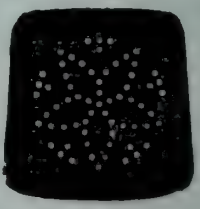
Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Chair Seats—In Three-Ply Veneer

Staple Patterns



Every C.V.C. chair seat is made of best material, well glued, nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sandpapered and finished with real church pew varnish.

Ask for samples, and compare with any other make.

Canadian Veneering Co., Inc.
Acton Vale, Quebec

Distributors: Richardson & Bureau, 55 St. Francois-Xavier St., Montreal.

For sale by Leading Wholesale Houses.



Corporate Mark

Granted 1780.

Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY

CRANE MALLEABLE FITTINGS

CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST. PATRICK ST
MONTREAL

BRANCHES: Toronto, Winnipeg, Vancouver.
SALES OFFICES: Halifax, Quebec, Ottawa, Calgary.



OAKEY'S
"WELLINGTON" KNIFE POLISH

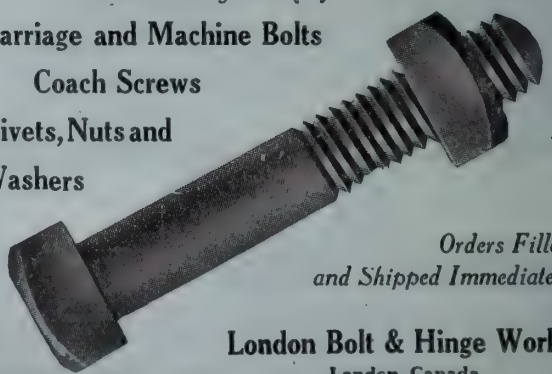
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey & Mason, 839 Beatty Street Vancouver.

We have a large stock of

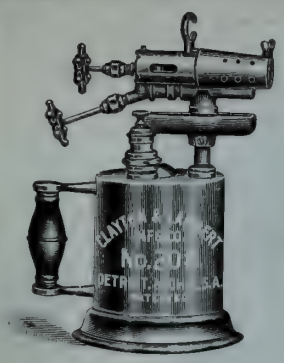
Carriage and Machine Bolts
Coach Screws
Rivets, Nuts and Washers



Orders Filled and Shipped Immediately

London Bolt & Hinge Works
London, Canada

If interested tear out this page and place with letters to be answered.



No. 208 Torch
List Price Each $16.00
Ask for Discount

This Kerosene or Gasoline Torch Has No Equal

It produces two to three hundred degrees hotter fire and uses less fuel than other makes. Soon **saves its cost in time and fuel saved.** See the **Double Blunt Point Needles which cannot injure the burners.** The upper needle cleans, but does not enlarge the orifice. The lower needle controls the flame. Our booklet is free. It fully describes this.

THE LAST WORD IN KEROSENE AND GASOLINE BURNERS.

Jobbers sell at factory price

CLAYTON & LAMBERT MFG. CO.
Detroit, Mich., U.S.A.

IMPERIAL SOLDERING PASTE
IMPERIAL RESIN CORE SOLDER

DEMAND FROM YOUR JOBBER

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

Reed's Patent Plastic Asphalt Roof Cement



repairs cracked joints, nail holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything, forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500-lb. containers.

GEO. W. REED & COMPANY, LIMITED
37 St. Antoine St., Montreal.

A Good Year-round Seller is within your reach. Seize this opportunity to stock

The "TWEED" Sanitary Chemical Closet



Write for Catalogue.

It will bring you surprising results. Stamped out of Black Sheet Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded.

Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

STEEL TROUGH MACHINE CO., LTD. : TWEED



Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.



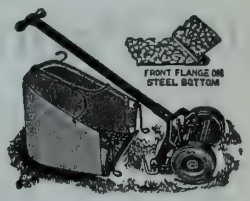
Western Wire & Nail Co.
London, Ontario

"EASY EMPTYING" GRASS CATCHERS

"Favorably Known the World Over."

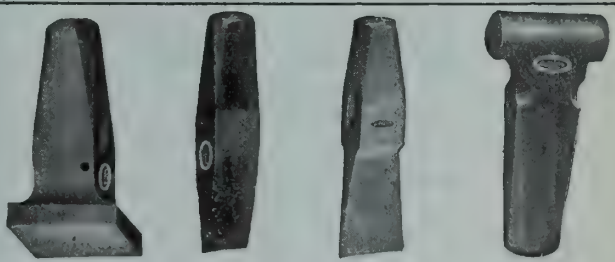
Rigid — Light — Durable

Many exclusive patented features and strong selling points explained in catalog.



THE SPECIALTY MFG. CO.
St. Paul, Minn., U.S.A.

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY



No. 164 No. 161 No. 162 No. 167

BLACKSMITHS' TOOLS

We regularly stock 50 different patterns in all sizes and weights.

THE WARREN TOOL & FORGE COMPANY
234 Griswold St. Warren, Ohio, U.S.A.

If interested tear out this page and place with letters to be answered.

SHARRATT & NEWTH

43-44 PERCIVAL ST., LONDON, E.C. 1

GLAZIERS' DIAMONDS
Of All Descriptions



Our Popular
AMERICAN PATTERN
Used Everywhere

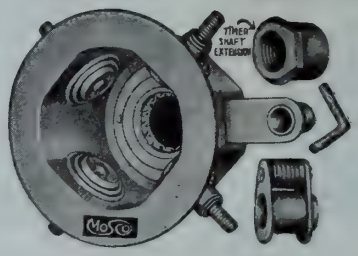
Quality—
The Best

Established 100 Years

Write to us for Illustrated Catalogue of EVERY TOOL required for GLASS CUTTING or to our

Agents:
A. Ramsay & Son Co.
Montreal

Dependable MOSCO Products



Improved Bemus Ball Contact Timer for Fords

Easier Starting--Smoother Running--Longer Life--Saves Coil Points

The IDEAL TIMER because form of contact is the only one which is correct both electrically and mechanically. This is made by a hardened tool-steel brush coming in contact with steel balls which are kept in proper position by means of a spring with plug on the end pressing against them. The impact of the brush causes the balls to turn so that a fresh surface is presented for each contact. The brush comes in contact only with the four balls, touching no fibre or insulation. The balls are so located that each has a track of its own on the brush, this insuring a maximum amount of wear.

Mosco Products Are Carried By All Leading Canadian Jobbers.

MOTOR SPECIALTIES CO.
Manufacturers
WALTHAM **MASS.**

Are You Fully Protected?

To adequately protect your business interests you must guard the numerous documents and papers in your office against loss through fire.

A Taylor Safe will provide the security you need.

These safes are scientifically constructed to resist heat.

Duration and intensity of fire, or impact from fall need not be considered if it's a "Taylor."

Made in 40 different sizes.

Write for quotations.

J. & J. Taylor Limited
Toronto Safe Works, Toronto.
Branches: Montreal - Winnipeg - Vancouver



No. 30 Cold Chisel Assortment

MAYHEW

"Every blow of the hammer refines the steel"

Sell more cold chisels

Your mechanic customers will quickly discover the superior quality and design of these Mayhew cold chisels when you place them on your counter. The assortment consists of 24 chisels, including Regular, Cape, Round Nose and Diamond Point taper, and all sizes from ¼ inch to ¾ inch, shipped in our combination display and packing case. Their quality is guaranteed. They have the patented easy-to-hold Mayhew hand grips.

Every Mayhew tool sold sells others. Stock the entire line. **At your jobber's—or**

MAYHEW STEEL PRODUCTS, INC.
291 Broadway, New York

CAMPBELL AGENCIES
McKinnon Building Toronto, Canada

MAYHEW MADE TOOLS ARE RIGHT

If interested tear out this page and place with letters to be answered.



Unusual Selling Points

Carbalox is a product of the electric furnace so fast and cool cutting as to be particularly adapted to the rapid cutting and polishing of metals.

Being available in handy rolls, it reduces cost of production because the workman, keeping a roll at hand, uses as desired without waste or loss of time in cutting.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

GERMANTOWN
LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

For Solidifying Sales and Preventing Lost Accounts

For solidifying sales, and preventing lost accounts by keeping the trade "lined up," a weekly message to the whole Canadian hardware trade through Hardware & Metal will prove productive and profitable.

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

If interested tear out this page and place with letters to be answered.

TWO GREAT GUILDS

ONE hundred years before Columbus landed in America, there was established in England a guild of gold and silver smiths who, through pride of craft, established a mark whereby when a housewife bought silverware and saw on it the word "Sterling" she made her purchase with absolute assurance of value received.

Five centuries have passed since that mark was established. To-day it still remains an unerring guide throughout the English-speaking world, and woe betide the man or firm who misuses this mark "Sterling." The police of the world stand back of it.

Only six short years ago there was established on the North American Continent another guild of craftsmen — another body of men with pride of achievement—the guild of Advertisers, Advertising Agents and Publishers.

They, too, adopted a hall mark to designate an honest product in the business in which they were engaged.

Sentiment, genius or instinct guided the adoption of the three great foundational letters A.B.C. as their insignia. In one respect alone did these two great guilds of craftsmen—separated in birth by over five centuries—differ. One determined the fineness alone, and left the purchaser to measure the weight. The other determined the weight but gave such specific information as would enable the buyer to determine for himself the degree to which that fineness applied to his own particular business.

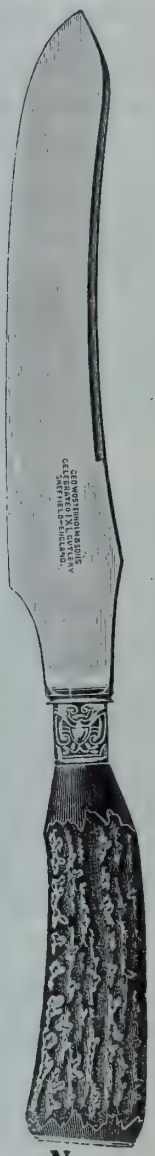
A.B.C. stands for Audit Bureau of Circulations, and Audit Bureau of Circulations stands for absolute honesty in the preparation and presentation of circulation statements. The advertiser who buys space in a publication whose circulation is audited by the A.B.C. knows exactly what he is getting.

Hardware and Metal and all MacLean Publishing Company papers are members of the A.B.C.

I·XL CASE CARVERS I·XL

No. 3748 B





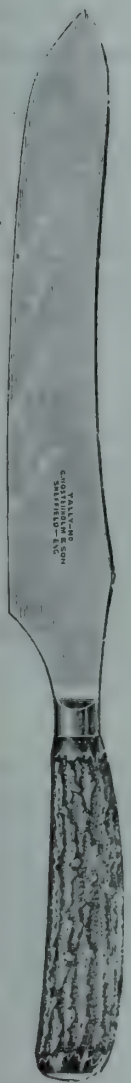
Geo. Wostenholm & Son, Ltd.

SHEFFIELD - ENGLAND

have made substantial shipments of case carvers throughout Canada to all the leading jobbing houses, and would urge the retailer to now take advantage of this stock to cover their holiday requirements.

Our patterns are distinctive and quality is our password; every knife must pass through a most rigid inspection before leaving our factory. The cases are of the best to be had in Sheffield and our wide range of patterns make the I-XL line a most desirable display.

I-XL GUARANTEED CUTLERY I-XL



No. 5400



No. 3766

No. 3737

A. MACFARLANE & CO., Ltd.

MONTREAL - QUE.

SOLE AGENTS FOR CANADA.

If interested tear out this page and place with letters to be answered.

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED—GOOD TINSMITH TO TAKE OVER my tinshop. Rent free. Tools free until spring. Geo. W. Nelson, Harriston, Ont.

WANTED — TRAVELLING SALESMAN IN Canada. Excellent side line, attractive proposition, yields good monthly return selling to hardware and housefurnishing jobbers, large retail stores, 5-10c syndicates and large departmental stores. Write stating knowledge of trade. Box 92, Hardware and Metal.

FOR SALE

ONLY $400—ONE NINE AND A HALF FOOT wall case, one four-foot and one four and half-foot silent salesman, all mission oak. Will crate to ship out of town. Apply 546 Yonge Street, Toronto. North 6305, evenings North 6583.

FOR SALE—QUANTITY OF 5" GALVANIZED pipe, 4", 5" and 8" black pipe, and 4" and 5" extra heavy black pipe. Apply to the Collingwood Shipbuilding Company, Ltd., Collingwood, Ont.

HARDWARE STOCK AND BUILDINGS FOR sale in town of 1,500 in best farming and fruit-growing district in Grey County. About twelve thousand will handle. Stock can be reduced. Ill-health reason for selling. Turnover about forty thousand, can be increased. Box 18, Hardware and Metal.

FOR SALE—SET OF TINSHOP TOOLS IN good condition. All necessary machines with small tools, including square shears. $300. Box 55, Hardware and Metal.

BUSINESS WANTED

WANTED—TINSMITHING BUSINESS IN GOOD town, connected with hardware store. Apply A. C. Waters, 16 Callendar St., Toronto.

MISCELLANEOUS

UP-TO-DATE LISTS OF TORONTO HARDware dealers supplied at $1.50 per hundred names. Box 37, Hardware and Metal.

SITUATIONS WANTED

EXPERIENCED HARDWARE SALESMAN open for position immediately, or first of year. H. M. Roblin, Brighton, Ont.

WANTED — POSITION AS FOREMAN ON sheet metal work, accustomed to cornices, skylights and general sheet metal work. Apply Box 44, Hardware and Metal.



Salable Extension Ladders

Safe and Easy to Handle

Extension Ladders are all-year salesmakers, Painters, Builders, Contractors, etc., are all prospects you should have on your books and whose business you should close with the sale of a Stratford extension ladder.

Our extension ladders have all the qualities of a high-grade product. Light, yet durable, safe and easy to handle. Service-built ladders that make sales and new friends.

We also manufacture Step Ladder Stools. Step Ladders, Extension Safety Gates, Folding Chairs and Tables, etc.

Write for our catalogue D of wood products.

The Stratford Mfg. Co., Limited

Stratford, Ontario

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Opportunities are offered every week on this page

Watch them

QUICK RESULTS

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

HARDWARE AND METAL

is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

If interested tear out this page and place with letters to be answered.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

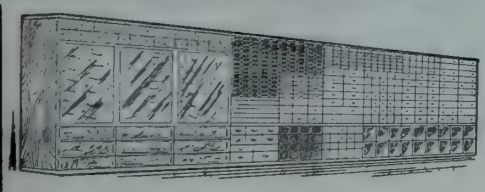
"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

BEAR BRAND LAMP BLACKS
A Germantown of quality that gets big business
WILCKES, MARTIN WILCKES CO.
115 WILLIAM ST. NEW YORK



Cameron Store Equipment
Our Specialty
Cameron & Company
74 Logan Ave. Toronto

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

Quotations from
MANNING, HINTON & BRISSENDEN
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All sizes of Clear Mica in stock for immediate shipment
Price List on Application
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Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

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RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

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All Kinds of
Plain Duplicate Gray Iron Castings
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Hack Saw Blades and Machines
Manufactured by
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BUFFALO, N.Y.

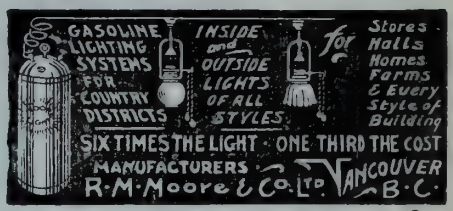
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KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE
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KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes. etc. Write for samples and prices.

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For Permanency Label your Goods with
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CANADA DECALCOMANIA COMPANY, LTD.
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Cast Steel Cement

For smoothing up rough and defective Castings.

The Dominion Metal Co., Ltd.
Sherbrooke, Que.

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Tape *Electric* Splice
insist on these Brands
Northern SPECIAL
VICTOR NOR-EL-CO
Northern Electric Company
LIMITED

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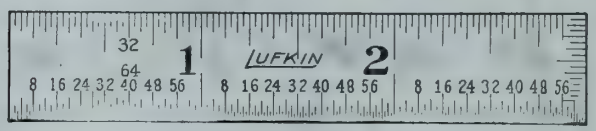
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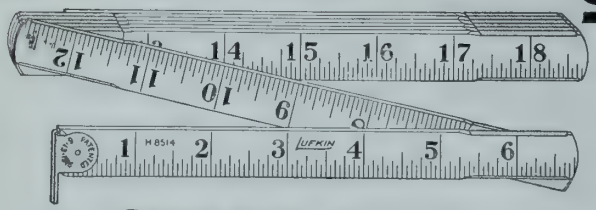
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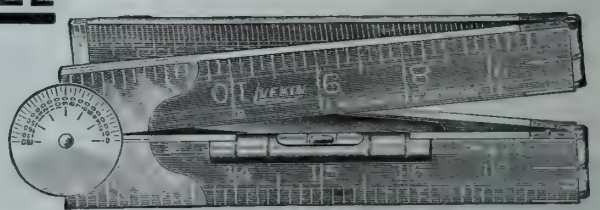
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STEEL





SPRING JOINT BOXWOOD

MEET ALL THE REQUIREMENTS OF THE MECHANIC.

Embracing, in addition to the old and sturdy qualities,

Noteworthy Improved Features
Insuring Accuracy of Reading, Ease of Use, and Saving of Time.
APPEAL TO MECHANICS ON SIGHT.

MADE IN CANADA

Ask Your Jobber *Send for Catalogue*

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



The
O.P.W.
Family
Wish The
Trade

A Merry
Christmas
and
A Happy
New Year



That this may be a Happy Christmas and 1921 a year of success and prosperity, is the earnest wish of the Makers of COMMUNITY PLATE.

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ONEIDA COMMUNITY, LIMITED
NIAGARA FALLS - - ONTARIO

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE: TORONTO, CANADA

Vol. XXXII. No. 52 DECEMBER 25, 1920

FILE COPY FILE COPY



"One Dealer Only Gets the Benefit of My Services"

—Winthrop Wise

HIDDEN PROFITS

LET us choose, for an illustration, two articles of merchandise in your store.

On one article you make a profit of one dollar per sale—and sell one a month.

On the other article you make a profit of 10 cents a sale—and make twenty sales a month.

Which is the more profitable—and which deserves the more prominent display in your store?

To put O-Cedar Polish any place but on your counter; in a prominent place on your shelf; or in your window is to hide one of your biggest profit makers.

O-Cedar's rapid and constant turn-over is the profitable asset that establishes it firmly in every dealer's favor.

Order from your jobber

CHANNELL CHEMICAL CO.
LIMITED
TORONTO



HARDWARE AND METAL, December 25, 1920. Volume XXXII., No. 52. Published every Saturday at Toronto. Yearly subscription price, $4.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



WE have been wishing the hardware trade the same old wish for nearly three-quarters of a century. Sometimes we have had the pleasure of personally wishing you the compliments of the season, sometimes our wishes were conveyed by the printed word, but it's always the same old wish—and after all, why not? Does it not express all that one can very well wish his fellow men, and in the best selection of words possible? For the 74th time we wish the hardware trade of Canada a Merry Christmas and a Prosperous New Year.

RICE LEWIS & SON, LIMITED
VICTORIA STREET, TORONTO

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UNIVERSAL

Silver Overlaid Table Service

Those who look at it may ask — "Where is its value? Is it in the design, the silver overlay, the metal beneath, the wearing quality — or in the combination of all?"

Value, after all, is of two kinds. One is the arbitrary value the manufacturer puts on his goods. The other is the actual value he puts into his goods.

The value of Universal Silver Overlaid Table Service isn't confined to price tags. It isn't the kind often present in words and absent in substance. It can be seen in the impressive beauty of design and finish. It can be felt in hands and weighed in scales. It is value revealed by wear that doesn't wear out.

Guaranteed for Fifty Years of Satisfactory Service

When you recommend Universal Service as possessing enduring worth you stand firmly on the vantage ground of Truth.

Canadian Representative:
A. MACFARLANE & CO., LTD.
Montreal Quebec

Landers, Frary & Clark
New Britain
Connecticut

Farmington

UNIVERSAL

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UNIVERSAL

Garage Door Sets

Handsome, useful sets that add to the appearance of any garage and give service in use that delights customers and assures you their continued trade. Customers that have enjoyed the benefits of the Universal Set are sure to return to your store for other lines. Canada Steel Goods are always builders of trade.



Packing

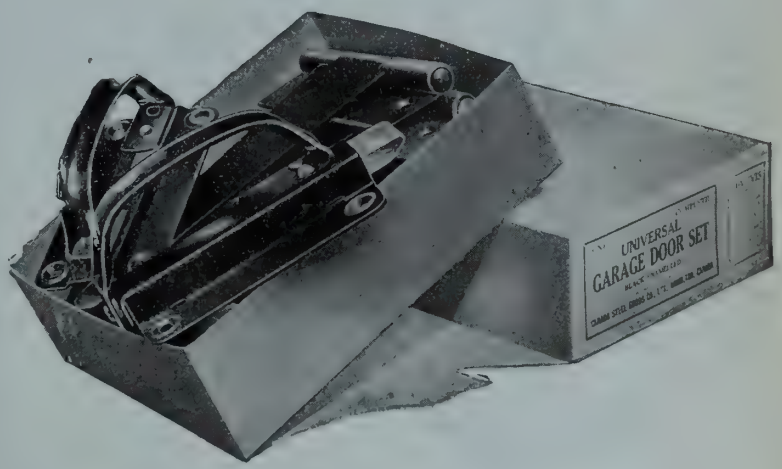
That Reduces Selling Cost

by saving selling time in the handling—no hunting and unwrapping. C. S. G. Co. products "are there"—complete even to the screws.

3—Pair 8-inch Extra Heavy Tee Hinges.
1—No. 1056 x 6 inch Wrought Steel Chain Bolt.
1—No. 1056 x 6-inch Wrought Steel Foot Bolt.
1—No. 1240 Wrought Steel Door Latch.

This handsome, easily sold set weighs 10 lbs., and is packed 6 sets to a case.

Ask for prices



Canada Steel Goods Co., Limited

Hamilton, Canada

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Northern Electric
POWER and LIGHT

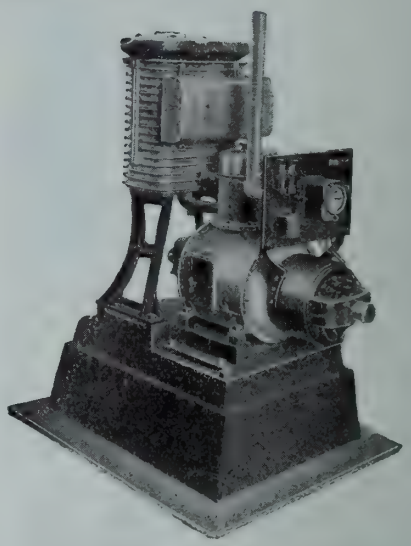


Belt-Connected Plant—operates from any good engine

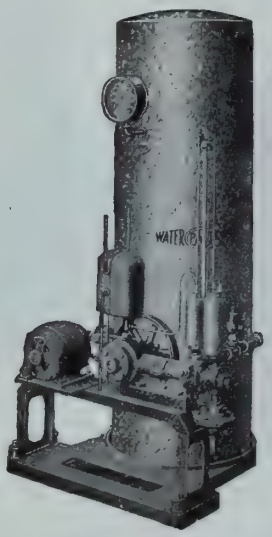
A Complete Line of
Electric Farm Plants
And Accessories

Belt-Connected Plants
Direct-Connected Plants
Water Systems
Portable Motors
Farm Accessories
Wires and Supplies

This line will make you the Electrical Headquarters of your District.



Direct-Connected Utility Plant ¾ K.W.—32 Volt

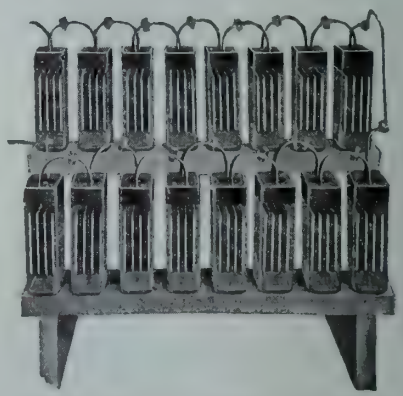


Automatic Water System, showing Tank, Pump and Motor. Capacities 100 to 1,400 gals. per hour.

¶With the plant you can usually sell a Water System, while limitless follow-up sales possibilities are yours with Utility Motors, Electric Churns, Vacuum Cleaners, Washing Machines, Dishwashers, Irons, Toasters, Percolators, Wiring Devices of all kinds, Fixtures, etc.

Write Our Nearest House Now

Be the Farm Electrifier of Your District



Titan Storage Battery, 16 cells supplied with each plant. 120 or 216 Ampere Hours.

Northern Electric Company
LIMITED

MONTREAL OTTAWA LONDON WINNIPEG EDMONTON VANCOUVER
HALIFAX TORONTO QUEBEC REGINA CALGARY

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Check up your stock with the NEW STARRETT CATALOG

The new catalog—number 22—is being sent now to machinists throughout the country. They'll be looking for the new tools—the new sets of Starrett Micrometers, the new Tool-Makers' Buttons, the new Universal Bevel Protractor and all of the other additions and improvements to the Starrett line.

To the man who uses, buys and sells fine tools, Catalog No. 22 is brimful of interesting news. If you're ready with the details when a customer mentions one of the new Starrett Tools—and have the tool in stock—you're a long way toward making another sale.

See to it that your customers, your clerks and yourself have the new Starrett Catalog No. 22MAYou'll get it by return mail.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.



Sell Starrett Tools

STARRETT TOOLS
STARRETT HACK SAWS CUT QUICKER LAST LONGER

42-129

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We Will Appoint You Our Exclusive Agent in Your Town

OUR exclusive agency plan is exceedingly attractive. It points a way to big profits and quick returns.

Remember—our goods are fully guaranteed and are already well known to the public, having been on the market for seventy-five years, during which time they have given entire satisfaction from every angle.

In addition to our national advertising, which has already created a demand for our goods and from which our agents will derive a benefit, we will share the cost of any advertising you will do in your local papers. That shows we are willing to back you up, doesn't it?

If you are in the hardware business to make money—take advantage of this offer to become the agent in your town for the famous "Souvenir" line of stoves and ranges.

Tinsmiths should write us regarding the "Souvenir" and "New Idea" Warm Air Furnaces which burn coal or wood.



Write us at once and our salesman will call and see you.

"SOUVENIR" STOVES and RANGES
"SOUVENIR" and "NEW IDEA" Warm Air FURNACES

THE HAMILTON STOVE AND HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER WINNIPEG MONTREAL

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Agents for Builders' Hardware
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Stove Furnace Branch, F. C. MOORE, 134½ Higgins Ave., Winnipeg
W. G. CHESTER, Hamilton St., Vancouver

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The Seal of Quality

WILT

High Speed and Carbon Twist Drills, Reamers and Milling Cutters

Make "Quick and Often" Sales

because mechanical men know them, have used them, and believe in them.
WILT Tools are made from carefully selected materials accepted only after rigid inspection that assures a perfect tool on which permanent trade can be built.
The Dominating factors of WILT Products are Quality Materials, Precision, Accuracy, Experience in Manufacture, and Longest Duration of Service.
Have you seen our special Reamers for Ford Car repairs?

Ask your dealer or write him direct for our catalogue "C."

WILT TWIST DRILL COMPANY
OF CANADAA, LTD., Walkerville, Ont.



"Where there's a WILT— there's the Way"

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The "SEAFOAM"

is the best selling electric washing and wringing machine on the market to-day.

Why?



Wrings While it Washes, Washes While it Wrings

Because it is not surpassed by any machine at double the price. It washes clothes quickly and well, and does the wringing—all by power. It is a quality product that has been on the market for 12 years, and hundreds of SEAFOAMS sold years ago are working to-day as well as ever. You don't take any chance with the SEAFOAM because it has stood the test of time.

And listen—It sells for a price within the reach of the average householder. The buying public is watching its dollars these days.

Sold only to dealers through the jobbers or direct from our warehouses in Hamilton and Montreal.

DOWSWELL, LEES & CO. LTD.

HAMILTON, CANADA

Makers of every type of hand or power washing machine of merit. Also ARROW BRAND Clothes Wringers.

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

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STEEL & IRON PRODUCTS

Quality Service

OF EVERY DESCRIPTION

HAMILTON PIG IRON

Basic Malleable Foundry

STEEL AND IRON BARS

OPEN HEARTH STEEL SHEETS

RAILROAD TRACK MATERIAL

Angle Bars Track Bolts Tie Plates Tie Rods Spikes

SCREWS	WIRE	NAILS
Steel	Steel and Brass, Copper and	Wire
Brass	Bronze, Heavy and Fine,	Cut
Bronze	Bright, Annealed, Coppered,	Boat
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Screws	Barb, Woven Clothes Line	Tacks

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BLOOMS
BILLETS
PLOW BEAMS
ANGLES
CHANNELS

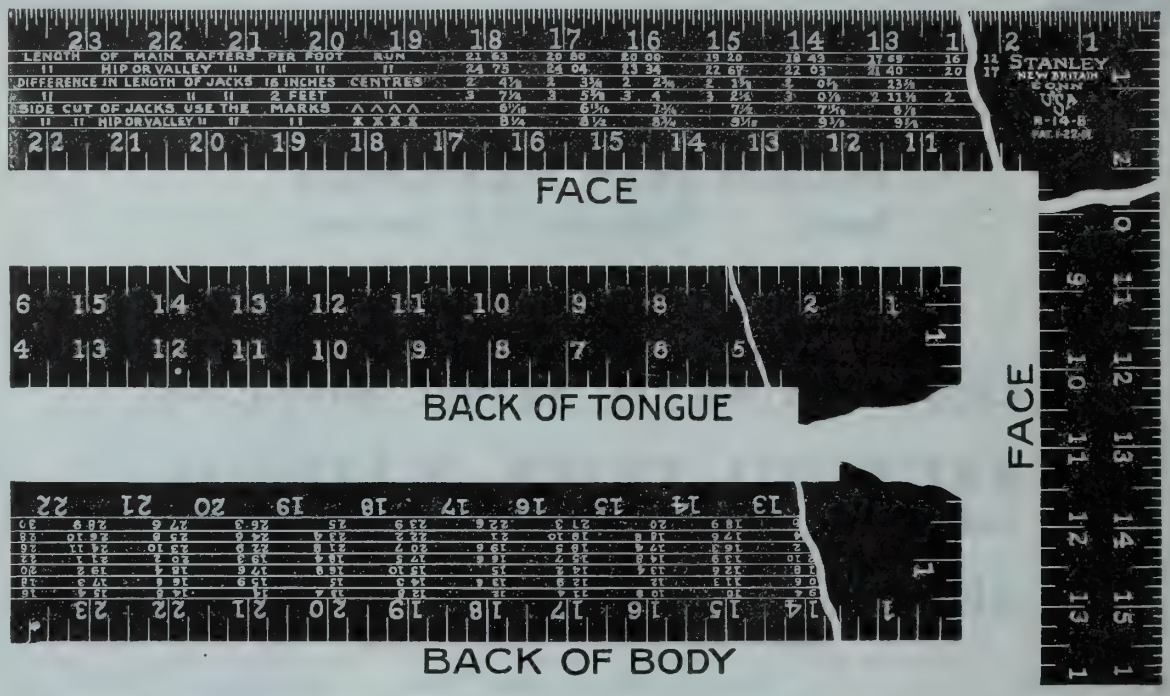
THE
STEEL COMPANY
OF
CANADA
LIMITED

HAMILTON MONTREAL

WIRE RODS
HORSE SHOES
FENCING
RIVETS
BURRS

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Stanley Tools



Stanley Carpenters' Steel Squares

Each Square is made from *one* piece of steel, and all four edges are machined. The graduations are accurate and cut deep.

All five corners are hardened, adding greatly to the wearing qualities of the tool.

They can be furnished in a variety of finishes which include Royal Copper, Blued, Nickel-Plated, Galvanized and Polished.

Each Square is packed in an anti-rust envelope.

Send for further Particulars.

THE STANLEY RULE & LEVEL PLANT.
THE STANLEY WORKS
NEW BRITAIN, CONN. U.S.A.

Canadian Representative:
A. Macfarlane & Co., Ltd. **Montreal, P.Q.**

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For Three Generations
THE FIRST CHOICE
In the Tool Room and on the Manufacturing Floor

Brown & Sharpe

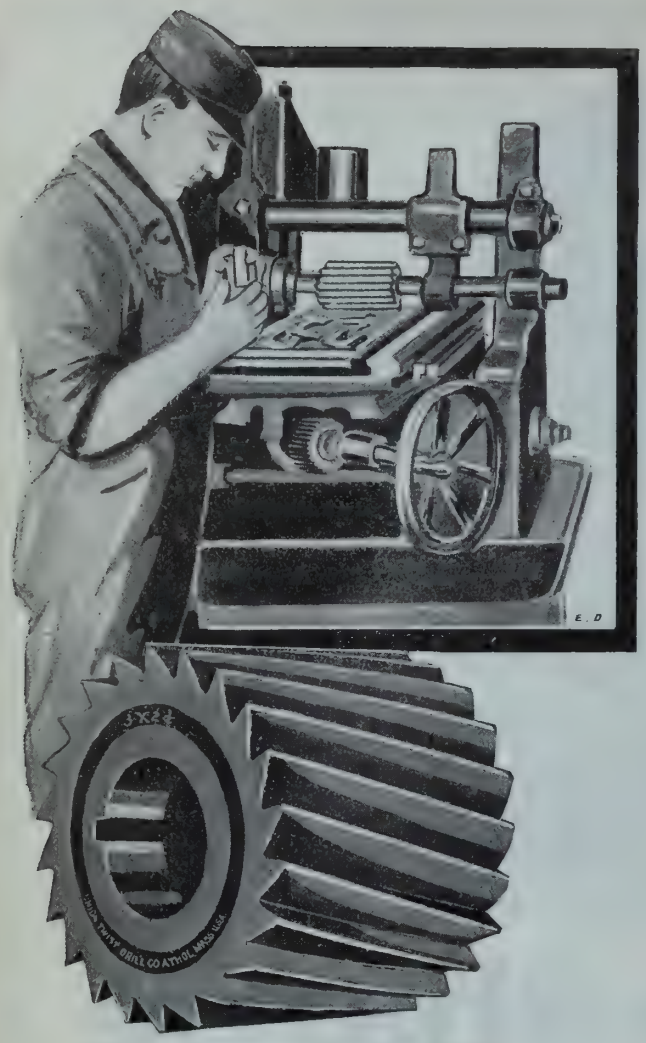
Machinists' Tools

Keep Catalog 28 at hand.
May we send you a copy?

Brown & Sharpe Mfg. Co.

Providence, R.I., U.S.A.

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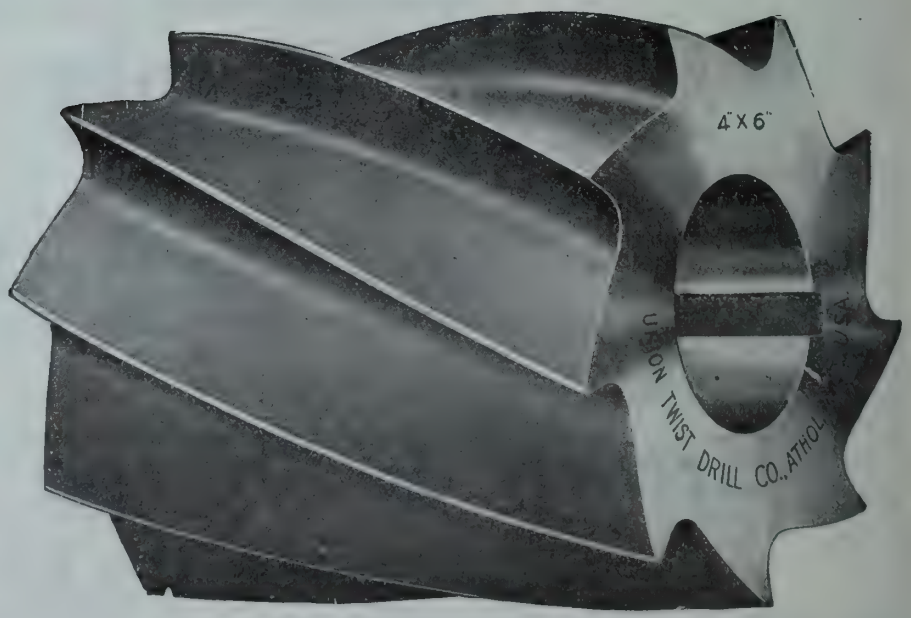
Butterfield Tools

Sell Because They're Good

Machinists like Butterfield Tools. They like them because they have found them reliable and dependable in practical work. Piece workers prefer Butterfield's because it means more production and more pay. The very reasons that convince the piece-worker are vital to the manufacturer. He, too, wants greater production which means, for him, more sales and profits with a proportionately lower cost.

Butterfield & Co., Division
Union Twist Drill Co.
Rock Island - Quebec

Accuracy
Fast Cutting
Reliability
Greater Production



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Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue De Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg.

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"Wanted Yesterday"

THE bugaboo of hardware merchandising is the man who has to say "I'll send for them."

How many big dealers have lost good sized orders for taps and dies because they failed to watch the stock and keep it complete with the right sizes?

For the customer who discovered that he wanted taps and dies *yesterday*, a promise of "tomorrow" won't do.

Yes, we know that keeping a hardware stock up-to-date is no picnic—but it pays (doesn't it?) especially with screw-cutting tools.

With a little study you can check up your stock and anticipate those orders *that are surely coming to you* —the best way to hold business, as any good hardware man knows.

Send for the latest GTD catalog today and use it as a guide to fill those empty holes and shelves.

GREENFIELD TAP AND DIE CORPORATION

OF CANADA, LIMITED GALT, ONTARIO

Successors to
Wells Bros. Co. of Canada, Limited

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

SEND—*for our No. 40 catalog (pocket size) and other information. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.*



WELLS BROS.
of Canada
Galt, Ontario

Send latest No. 40 catalog and put our firm on your mailing list to receive information about your threading tools whenever issued

*Name of person*_____

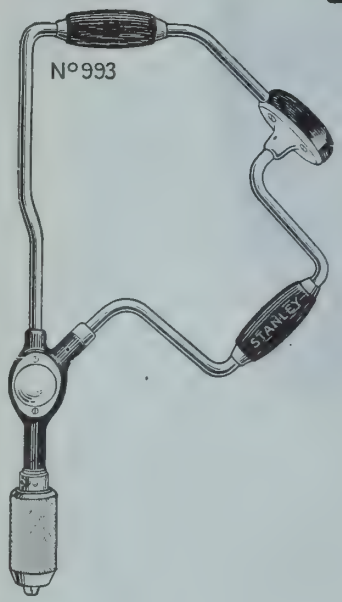
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*Address*_____

H&M 201

If interested tear out this page and place with letters to be answered.

A TOOL THAT'S STAMPED STANLEY IS THE BEST OF IT'S KIND





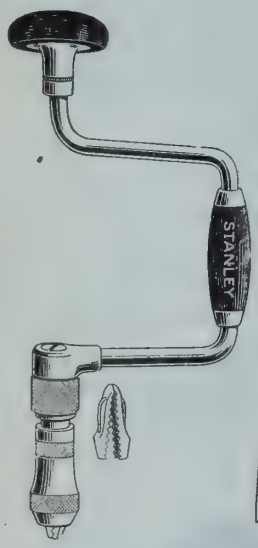
And all mechanics know it.

A dealer selling Stanley Tools gets a quick return on his investment.

There is little to explain to customers. The merit of all Stanley products has been proven by users everywhere.

The line is being enlarged from time to time by the addition of other practical Tools.

A Canadian factory produces nearly all of the Stanley line.









Write for complete Stanley catalogue and order through

Caverhill, Learmont & Co.

Montreal

If interested tear out this page and place with letters to be ***answered.***



Story for week dated December 25th, 1920 | Hull in 1851 | Being No. 37 in the Serie

Some of the True Stories Told by Eddy Co. Paper Bags

PAPER manufactured at the E. B. Eddy plant does not need one word printed upon it to tell important and interesting news. All that is necessary is for the paper to proceed to the Eddy Company paper-bag factory and there it will very soon become eloquent as regards affairs outside.

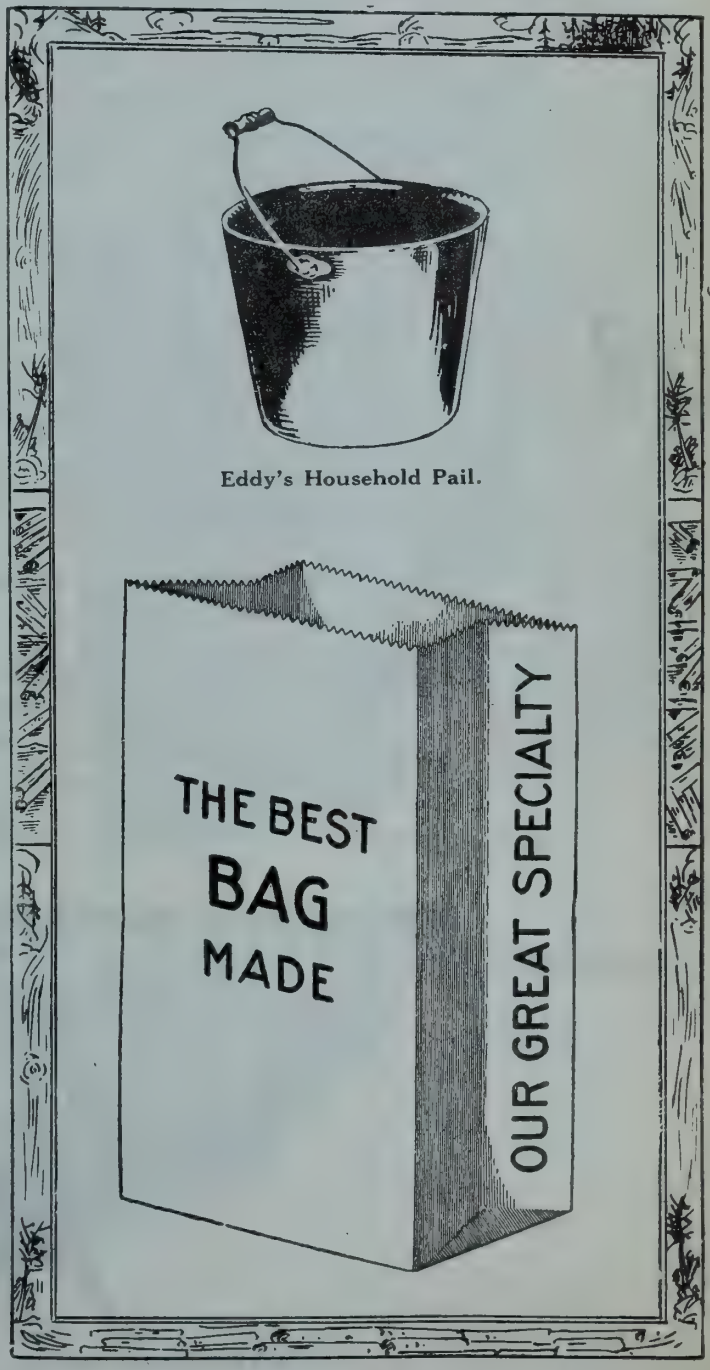
For instance, when the war broke out, and the munitions business began to boom in response to export demand, there was an instant increase in the demand for paper bags from the E. B. Eddy plant to hold explosives. The bags were telling the story that a war was raging, and that Canada's munitions business was active.

The advent of Eastertide is foretold by the output of fine quality Hat and Millinery bags from the Eddy plant. These paper bags are the aristocrats of the paper-bag world. They are of very fine paper, and very finely finished, and they vary in size from 9 x 12 inches up to 25 x 29 inches. And then the mighty army of paper bags which goes forth every day from the E. B. Eddy plant to the merchants of Canada has a strange way of telling the story of business conditions throughout Canada.

The bags tell the story of hard times in unmistakable terms, for it is a matter of Eddy Company experience extending over a great many lean years and fat, that when the paper bags called for daily by the trades are all in small sizes that means that people are ordering small quantities of goods because purses are not so full as they might be.

But small bags do not always mean hard times. You remember when the Food Controller's regulations affected the amount of cereal goods customers might buy? The paper bags at the Eddy plant had that story, too! They are remarkably alert market reporters in that way. Next week you will read here how they are made.





If interested tear out this page and place with letters to be answered.

Are these Saturday Evening Post readers seeing Millers Falls tools in your store?

WHEN your friend introduces you and the new acquaintance says, "I've heard about you before," you feel friendly right away.

The same principle holds true of things as well as people. You've experienced it yourself. You have seen something advertised in a magazine or trade paper, then seen it in a store. If you needed it and had the money a little urging from the salesman, to help you make up your mind, closed the sale.

Now apply this to your store and Millers Falls Tools. Here's a mechanic or an amateur who has been seeing and reading about Millers Falls Tools for a year or more in the "Saturday Evening Post." He may come into your store for only a pound of nails. But if he sees Millers Falls Tools in the window or showcase and on your counter—and you do a little urging—he's apt to leave your cash register richer by a few additional dollars. He's been thinking of getting a Millers' Falls Brace, Vise or other tool, and the sight of them, plus the few words from you at what the professors call the psychological moment, does the trick.

Merchants of to-day know this urge to the customer's pent-up desire is one of the fine arts of selling. It increases profits and speeds up turnover. Try it in your store and watch how it works.

A Free Tool For Your Customer

If you have a customer who has been using a Millers Falls tool ten years or over, ask him to send us a photograph of himself and the tool with a letter telling us how he feels towards it. We'll send him a new Millers Falls tool free if we make use of the photograph and letter.

Right Design — Honest Construction.

The Millers Falls ***Mechanics' Handbook*** will be sent you for ten cents to cover postage.

MILLERS FALLS COMPANY

FOUNDED 1870

MILLERS FALLS, MASSACHUSETTS

Manufacturers of "Millers Falls" and "Universal Hack Saw Blades"

Canadian Distributors: Messrs. Adcock & Brewer, Ltd., 222 St. James St., Montreal, Que.



If interested tear out this page and place with letters to be answered.



The Right Tool At the Right Time

FOR the work of mechanic or carpenter, for the everyday job about your house, garage or barn, it's a big satisfaction to have exactly the right tool—and have it handy. Whether you want to drive screws, drill holes in wood or metal, mitre, counter-sink or ream, the tool best suited for your purpose is the one most perfectly designed for this or that particular kind of work.

For over half a century the Millers Falls Company has been inventing, designing and making fine tools. Their expert designers constantly work on new ideas and perfect old models.

Skilled mechanics, master carpenters and hardware dealers will tell you that there are no better braces, auger bits, hand and breast drills, mitre boxes, vises, hack saws and other boring and cutting tools than those branded "Millers Falls." The reason is that every Millers Falls tool is made of the highest quality of materials, is correctly balanced, is stripped of whatever would make it clumsy, and is as simple and efficient in design as honest workmanship can make it.

MECHANICS' VISE No. 522 Scientifically designed, with greatest strength at points of greatest strain. Detachable steel jaw faces, replaceable if necessary, and steel-faced anvil. The screw is attached with a nut for taking up any wear, thus obviating any lost motion. An exceptionally high grade and practical vise.

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.
Makers of Millers Falls and Universal Hack Saw Blades

The Millers Falls Mechanics' Handbook will be sent you for ten cents to cover postage.

MILLERS FALLS TOOLS

The Berkshire Hills country —the home of Millers Falls Tools

Photograph made in hardware store of J. M. Kohlmeier, 1011 Third Ave., New York, N.Y.

This advertisement appears in the December 11th issue of the Saturday Evening Post.

MILLERS FALLS TOOLS

If interested tear out this page and place with letters to be answered.



PRESTIGE.

Your Store has earned the reputation of carrying in stock only the best tools.

Your prestige as a discriminating buyer will be materially enhanced if you stock and sell the reliable

P x H and IMPERIAL FILES.

P x H

IMPERIAL

"They Cut Faster and Wear Longer."

File-sales Leaders from Halifax to Vancouver.

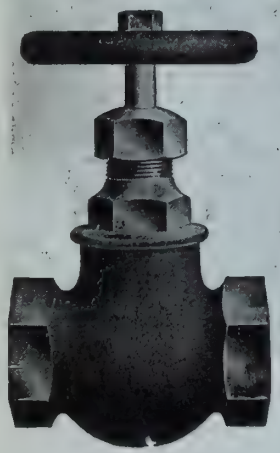
Be FILE-WISE.

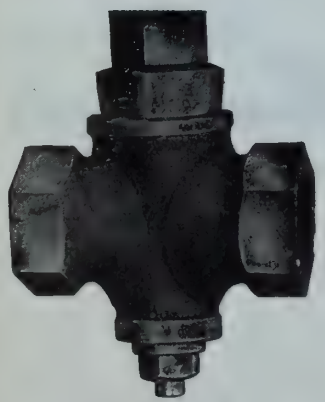
Ingersoll File Company, Limited.

John Morrow Screw & Nut Co., Ltd., Sole Distributors,

Ingersoll, Ontario.

INGERSOLL

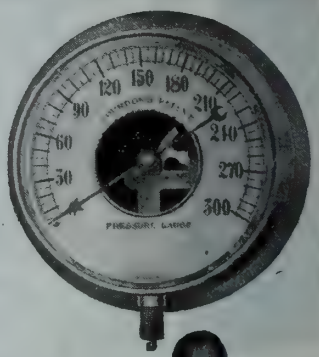




FIVE WORKS---OVER 3,000 EMPLOYEES

UNITED BRASSFOUNDERS AND ENGINEERS, LIMITED

EMPRESS FOUNDRY, CORNBROOK, MANCHESTER, ENG.



Specialists in the manufacture of

GUNMETAL and BRASS VALVES and COCKS.
STEAM, WATER and COMPRESSED AIR FITTINGS GENERALLY.
CAST IRON STOP and SLUICE VALVES.
SEMI-ROTARY PUMPS.
EXTRUDED BRASS and BRONZE BARS.
BRASS BOLTS and NUTS, STUDS and GENERAL TURNED WORK FROM THE BAR.
CAST AND MALLEABLE IRON COCKS and PIPE FITTINGS.
PRESSURE and VACUUM GAUGES.
INJECTORS and GENERAL JET APPLIANCES.
ENGINE GOVERNORS (Pickering, Proell, and Other Types).
SPRAYING MACHINES, for Insecticides and Lime-washing.
COPPERSMITHS' WORK.
"STELLA" BRAND ALLOYS: MANGANESE COPPER, SILICON COPPER, FERRO ZINC, PHOSPHOR COPPER and TIN, etc.



"UBEL" SERVICE

If you are interested in any or all of the lines mentioned, and are in a position to take a hand in the energetic distribution of the same, please communicate with us NOW to our Head Office, at above address.

Representatives for Canada (East of Alberta)
W. H. CUNNINGHAM & CO., 269 Richmond St. West, Toronto.
For British Columbia and Alberta
W. MASON ROOKE, M.I.M.E., 613 Dominion Bldg., Vancouver, B.C.

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

YOU WOULD LIKE THAT 444 AXE
IT'S A BEAR IN THE WOODS



ANY SHAPE ANY WEIGHT

IN THE CHOPPING GAME THREE FOURS WIN

SEE YOUR JOBBER.

JAMES SMART PLANT
BROCKVILLE, CANADA

A VALVE for EVERY SERVICE

Every Jenkins Valve Is Tested



Jenkins Valves are made to furnish **maximum** service by an organization with some 56 years' practical valve manufacturing experience.

But to make assurance doubly sure every valve is subjected to a most rigid test before it leaves the factory.

That is why, when selling the genuine Jenkins Valve, you can do so fully confident that it will function satisfactorily even under the most severe conditions.

Stock only the genuine Jenkins, which is identified by the name "Jenkins" within a Diamond Mark cast on the body.

Jenkins Bros.
LIMITED

TRADE JENKINS MARK

Jenkins Bros

Head Office and Works: 103 St. Remi St. Montreal Can.

TORONTO

European Branch
6 GREAT QUEEN ST., KINGSWAY, LONDON, W.C.2. ENG.

VANCOUVER

AGENCIES IN ALL THE PRINCIPAL COUNTRIES OF THE WORLD

TRADE JENKINS MARK

Jenkins Bros

BLACK AND BLUE ANNEALED SHEETS

OUR STOCK IS WELL ASSORTED

ROLLINGS CAN BE ARRANGED PROMPTLY

SEND US YOUR DETAILED SPECIFICATIONS

THE STEEL COMPANY OF CANADA, Limited

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered.

TRADE S.W. MARK

The Season's Greetings

The sincere wish of this organization is that during the year 1921 our customers will enjoy the same pleasant business relationship with us as we have had with them the passing year.

THE STANLEY WORKS
NEW BRITAIN, CONN.

BRANCH OFFICES
NEW YORK CHICAGO

Stanley Tools

Staple Lines
and
Other Lines

Staple Lines bring customers to your store—good Prospects for *other* lines less well known.

Stock what people *want*, and you can sell them also what they had never heard about.

File users *want* these brands of files because they are the standard.

Kearney & Foot
Great Western
American
Arcade
Globe

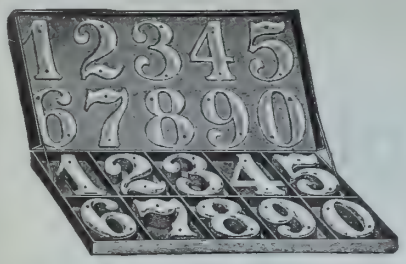
FILES

Made in Canada by

NICHOLSON File Company

Port Hope, Ontario

If interested tear out this page and place with letters to be answered.



EMBOSSED SHEET METAL LETTERS AND FIGURES, ALUMINUM AND BRASS

Eight styles, seven finishes. The 3" size figure used all over the country for numbering houses. Both letters and figures put up in Compartment Boxes, for display. See catalogue.

We also make Harness Specialties, Dog Hardware, Builders' Specialties, Tool Checks, Metal Signs, etc.

Write for Catalogue.

NIAGARA FALLS METAL STAMPING WORKS
Niagara Falls, N.Y.

Western Canadian Sales Agent: **D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.**



A Profitable Seller

It's good business to sell **Vol-Peek.** 70% profit. No expense. Simply place our attractive display stand on your counter. It sells the goods on sight. Every housewife needs **Vol-Peek.** Guaranteed to mend Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., **at one-half cent per mend.** Easily applied by hand. Hardens quickly.

Order your display stand to-day. Contains 24 packages for $3.50. Sells at 25c per package.

Advertised all over Canada

Your jobber has them.

H. NAGLE & COMPANY

Owning and Operating Vol-Peek Mfg.Co.
Box 2024. Montreal, Canada

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

E. Roy,
5 1-2 St. Andre St., Montreal, Que.

A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg



4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

DAVIDSON'S Stoves and Ranges MADE IN CANADA THE SEAL OF DURABILITY

Christmas
1920
New Year
1921

Greetings

WITH the return of yet another Christmas we send you our Heartiest Greetings and Best Wishes for the coming year.

Our thanks go out to all those who in any way contributed to the large measure of success which has attended our efforts during the past twelve months—we sincerely hope that our future mutual relations may lead to continued prosperity.

The Thos. Davidson Mfg. Co. Limited

HEAD OFFICE: MONTREAL
Branches: Toronto, Winnipeg
Steel Foundry Division, Lachine Canal, Turcot

DAVIDSON



DISSTON

Good tools—Disston Tools for every job. Tools of Disston-made Steel hardened and tempered for the particular use of the individual tool.

Tools that do all the work they should instead of demanding unnecessary effort to offset their short-comings.

Tools made by the same expert workmen from the same flawless material as the Disston Hand Saw—the saw most carpenters use.

Sold by good dealers everywhere.

Henry Disston & Sons, Ltd.
Toronto, Canada
Branch: Vancouver, B.C.



If interested tear out this page and place with letters to be answered.

MENDETS

A PATENT PATCH

Will Mend It



Sell Service

When you sell your customers Mendets you sell them a service that will save them money in the added life it gives damaged utensils.

Mends all leaks instantly in hot water bags and other rubber goods, graniteware, pots and pans. Mendets require no heat, cement, or rivets, go on with a twist—sell with a bang. Orders for Mendets are still pouring in. Millions of boxes sold and still going strong.

Collette Mfg. Company
Collingwood, Ontario
Your Jobber has them

BALE TIES

NAILS WIRE

Laidlaw

Time-Tested Efficiency

Laidlaw Bale-Ties are made from Bessemer Steel. Our Ties have been thoroughly tested in general use throughout the Dominion and most of the foreign countries of the world. Practical use has convinced buyers of Laidlaw efficiency. This has made Laidlaw Bale-Ties the

Dominion and World-Wide Choice

Strong, reliable and of practical design, Laidlaw Bale-Ties make good and prevent broken bales and consequent commercial loss. Laidlaw Bale-Ties are made in "Single-Loop" and "Cross-Head" styles of fastening.

The Laidlaw-Bale Tie Company
Limited
Hamilton Canada

Agencies:
A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
M. Bryan, 24 Aldgate, London, Eng.
Norman Jessima, 505 Hastings St. West, Vancouver, B. C.

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

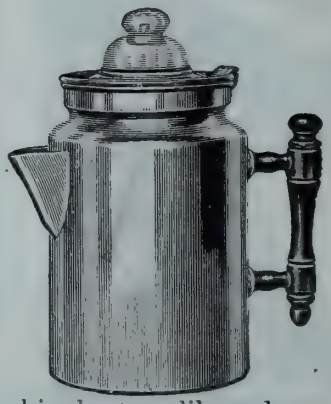
All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

Manufactured in Canada

"VIKO"

Aluminum Products

SELLING POINTS



Stamped from pure aluminum, durable and light in weight, attractively designed, will not tarnish, free from poisonous compounds, rust-proof and sanitary. Rounded corners, easily cleaned, economical, fuel saving, no plating to chip, heat readily and evenly, and will not burn or scorch foods, no joints to give trouble, handles of tinned steel, hinges nickelled steel. Write for more details.

Hurtubise Limited
Successors to
North American Hardware Supply Limited
222 Notre Dame Street West
MONTREAL CANADA

If interested tear out this page and place with letters to be answered.

FIVE GOOD SELLERS



Thomas Ellin & Co., Limited

Sheffield, England

Pocket knives are now supplied promptly to the Canadian Hardware trade. This old established and famous brand sells easily and satisfies the customer. When placing your order specify VULCAN BRAND.

Stainless table cutlery, forks, spoons, cook's knives, butcher knives, etc.

Maple Leaf Razors—Scissors.

Order now from your jobber.

G. L. COHOON

Canadian Representative

11 St. Sacrament St.
MONTREAL

Sell *Westco* Tankless Water Systems

Running Water Badly Needed in Rural Districts—The Westco Fills the Need

Every farmer or rural resident having electricity on his farm or premises is a splendid prospect for the Westco Tankless Water System. Running water is one of the most urgent needs in the country to-day.

Farmers everywhere are demanding a good water system—and the Westco fills the need perfectly. There is big money in it for you. The field of operation is enormous. There is the whole of the vast rural areas, and suburban and outlying parts of cities and towns. It is a proposition replete with possibilities.

The Westco requires no storage tank—water is pumped direct from source of supply to taps. Entirely automatic; open tap, pump starts; close tap, pump stops.

Simple to understand, and is self-lubricating. Inexpensive to buy, maintain and operate.

No gears, no valve, no belt—only one moving part in the entire system—the impeller.

Above all—thoroughly reliable.

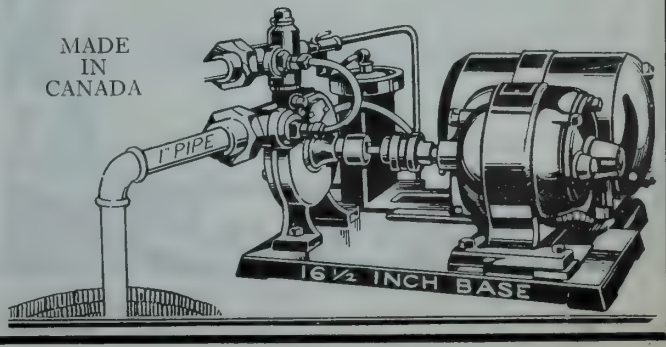


Agents Make Good Profits

Our agents are making splendid commissions. The farmer is deeply interested to begin with, and the talking points of the Westco are without number. You, too, can make good money selling this water system.

Write Us

MADE IN CANADA



Westco Pumps, Limited

707 Yonge St., Toronto, Ont.



WENTWORTH WELLWORTH

Hot Water Bottle

Sheet Brass Nickel-plated

Pressed from strong sheet brass, heavily nickel-plated. Tinned inside—cannot leak or rust. Holds heat twice as long as the rubber article. Its concave sides make it more convenient to use. Furnished with a suitable cloth cover. Capacity 1 quart.

Can be used as a Foot Warmer, Bed Warmer, or for applying heat locally to any part of the body. It does not perish through time or collapse like rubber or inferior metal imitations.

No. 241—Plain style.

No. 251—Adapted for fountain syringe attachment.

WENTWORTH MFG. CO.

HAMILTON, CANADA

Owned and operated by E. T. Wright Co. Limited



Unusual Selling Points

Carbalox is a product of the electric furnace so fast and cool cutting as to be particularly adapted to the rapid cutting and polishing of metals.

Being available in handy rolls, it reduces cost of production because the workman, keeping a roll at hand, uses as desired without waste or loss of time in cutting.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.

Williamsport, Pennsylvania

UNIMECO WROUGHT WASHERS

MADE IN CANADA



Prompt Shipments!

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

If interested tear out this page and place with letters to be answered.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

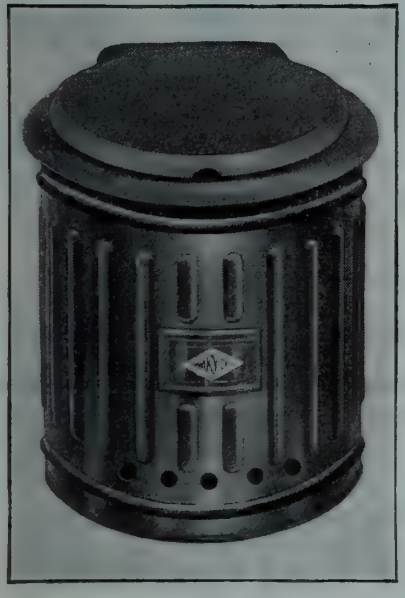
There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

CHEMICAL CLOSETS THAT SELL



WAKYTE SANITARY CHEMICAL CLOSETS are the recognized convenience for districts where sewer and water accommodation is not obtainable. Used in thousands of homes, schools, etc., all over Canada.
A specially designed article with corrugated iron body, and with selling points that close sales. A Superior line with SUPERIOR QUALITY, that means service to the buyer, and a quick turnover and substantial profit for the dealer.

Stocks carried by: James Simmonds, Ltd., Halifax, N.S.; Sumner Co., Ltd., Moncton, N.B.; Thompson & Sutherland, Ltd., New Glasgow and Sydney, N.S.; J. S. Mitchell & Co., Ltd., Sherbrooke, Que.; W. B. Dalton & Sons, Ltd., Kingston, Ont.; Hobbs Hardware Co., Ltd., London and Toronto, Ont. And all jobbers in the Prairie Provinces.

Place your order through your Jobber or direct

WAKYTE MFG. CO., LTD., WINNIPEG

ATKINS

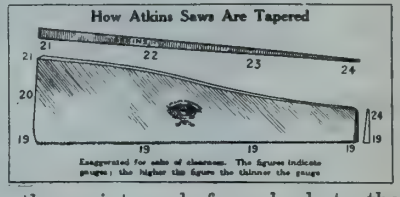
STERLING QUALITY SAWS



REASONS WHY YOU SHOULD SELL ATKINS STERLING QUALITY SAWS

Sterling Quality Steel is our exclusive formula, and the best saw steel made

Atkins Hand Saws are ground the two-way taper, that is, the cutting edge is the same thickness while the back tapers evenly from the handle to the point and from back to the cutting edge. See illustration.



Segment Grinding



Atkins Cross-Cut Saws are Segment Ground. This gives our saws clearance with very little set. The illustrations show the difference between Atkins process of SEGMENT GRINDING and the imitation.

The Imitation



Atkins Sterling Quality Steel receives our special process of Gas Tempering, which makes it tough and stiff, without being brittle. This is the reason why Atkins Saws will hold an edge longer.

Sell Atkins Saws and you will learn the meaning of "The Finest on Earth."



Made in Canada

E. C. ATKINS & CO.

Est. 1857

"The Sterling Quality Saw People"

Factory: Hamilton, Ont.
Branch: Vancouver, B.C.

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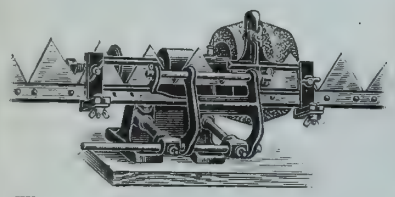
Gendron Invalid Chairs

OUR LINE IS QUITE LARGE

For the sick and infirm they are a great comfort

CATALOGUE GRADE "C" FOR THE ASKING

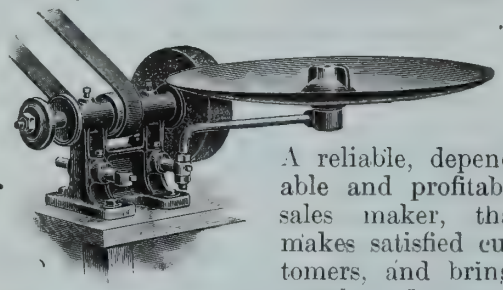
THE GENDRON MFG. CO., LIMITED
137 Duchess St., TORONTO



Bull-Dog Power Grinder

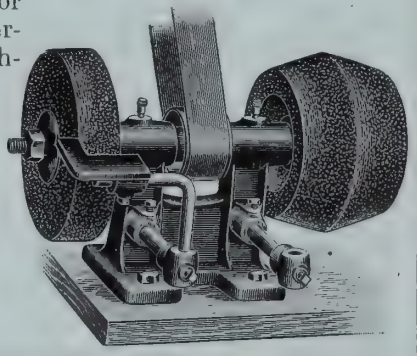
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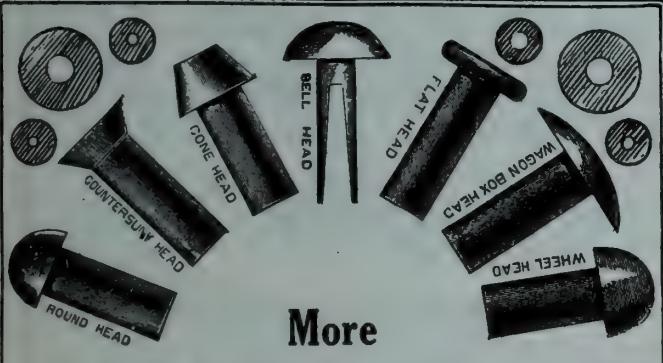
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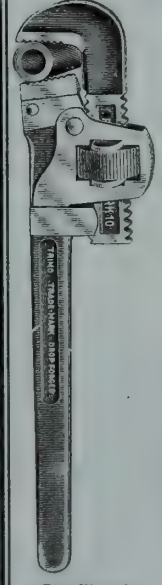
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The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.



Pipe Wrench

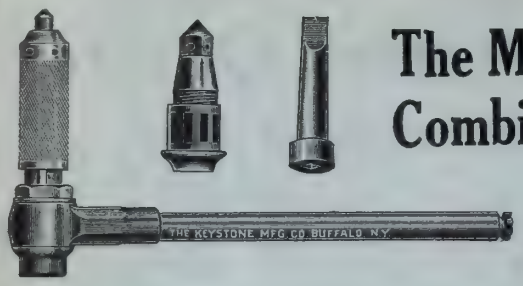
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Fig. 117

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A Standard in Every Community

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Morrison Valves are specified on nearly all drawings for important contracts.

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These reliable fittings are made from perfect patterns, cast with the greatest skill, insuring evenly distributed material in the walls.

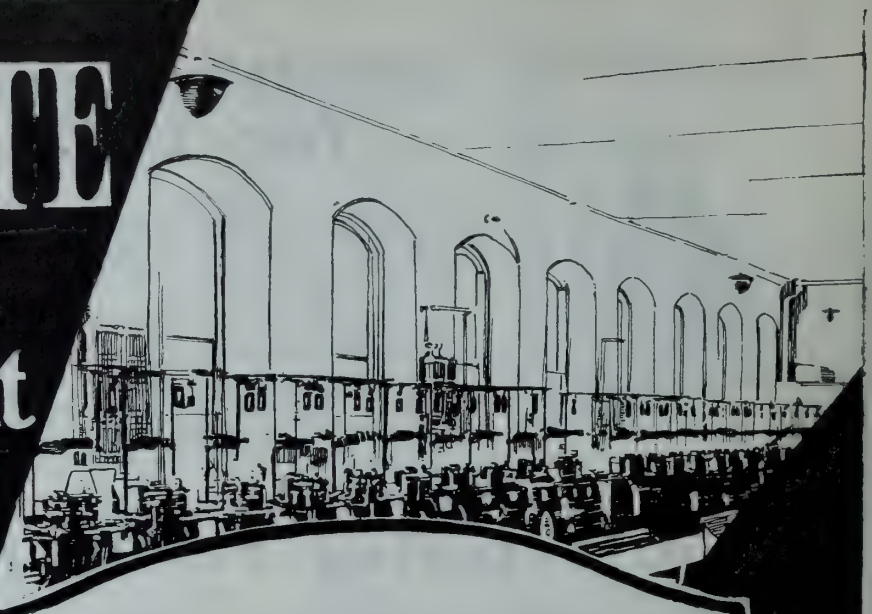
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FLEXILITE
FLINT
MILL WHITE

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXII. TORONTO, DECEMBER 25, 1920 No. 52

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, DECEMBER 25, 1920 No. 52

What is to Follow "Luxury" Taxes?

Suggestion to Substitute Sales Tax Opposed by Hardware Merchants—Inland Revenue Officer Admits Inadvisability of Tax on Sales—Says Merchants Should Make Immediate Objection to This Plan

WITH the removal of the majority of the "luxury" taxes the question uppermost in the minds of many hardware merchants is "what form of taxation will be substituted?" It is hardly likely that the Government will long delay a substitute tax for that which has brought in nearly one million dollars monthly.



How the hardware merchant felt before and after the removal of the Luxury Tax.

In this connection it is noted that Sir Henry Drayton, Minister of Finance, is reported to be in favor of confining taxation in future to three types—customs and excise duties, sales taxes and income taxes. The suggestion has emanated from Ottawa that the sales tax should be extended to the retail trade where it would make as much revenue as the luxury taxes. R. W. Breadner, Commissioner of Taxation, has been quoted as saying that a turnover tax on retailers would be hard to collect owing to the fact that there are many thousands of small merchants who do not keep books, this being especially true in Western Canada.

Any form of taxation which is included in the selling price and which therefore does not figure as a separate item in the sale over the counter is much more to be desired than luxury taxes or a sales tax on the retailer similar to that which now exists in the case of wholesalers and manufacturers. This opinion is held by a large number of hardware merchants and is the policy adhered to by Hardware and Metal throughout.

Taking this phase of the matter with an official of the Inland Revenue Department, he quite agreed that the imposition of a sales tax on the retailer would revive many of the troubles connected with the luxury taxes and that in many cases where fractional amounts were concerned the retailer would stand to lose. The onus of the sales taxes now applied to manufacturer and wholesaler is passed on to the retailer with vary effects, and it was agreed that the retailer should not be called upon to expose himself to further discrimination by the application of a sales tax to each individual transaction over the counter. It was the advice of this official that retailers should get together and oppose any such plan, bringing forth any suggestions available in the shape of turnover tax or other tax on the source of supply which would be figured in selling costs the same as overhead expenses are figured to-day.

Mr. George May, May Bros., West Toronto, expressed the opinion to Hardware and Metal that no tax was wanted which would enter into the sale over the counter as it had been found more difficult to sell the tax than the article itself in many cases. He is of opinion that the luxury tax was a bad piece of legislation and that the full advantages of its removal would not be felt until after the new year. Messrs. Walker, of W. Walker & Son, and Gilverson Jr., of Rice, Lewis Son & Co., Toronto, concurred in this opinion.

In a questionnaire recently sent out to hardware merchants in all parts of the country, Hardware and Metal asked if the luxury taxes had been responsible for any curtailment in buying. The majority of the replies were in the affirmative and some suggestions were of-

Continued on page 49

Tax Removal Stimulates Hardware Trade

Full Effect Expected After the Holiday Season — Little Tendency to Return Goods for Tax Refund — Unused Stamps To Be Redeemed — Details of Revenue From Excise Taxes

THE removal of the majority of the "luxury" taxes came as a great relief to the hardware trade and proved a considerable stimulus to business during the last week before Christmas. This measure, like any other form of direct taxation entering into the actual dealings with the customer over the counter, has never been popular since its introduction in the early summer, and its abolition has been urgently pressed by Hardware and Metal, with the suggestion that a turnover tax be applied to take its place.

A number of hardware merchants interviewed, report a substantial increase in business in lines formerly taxed as luxuries, though business in such lines during the week prior to Christmas is generally in good volume and the real effect of the removal of these taxes is not expected to be felt until after the new year. There is no other opinion expressed however but that without the handicap of these taxes business will be materially assisted.

One Toronto hardware merchant stated to Hardware and Metal that by 9 o'clock on Monday morning, December 20th, he had an order from a customer with whom he had been working for some time, for $90.00 worth of sterling silverware. This sale was the direct result of the removal of the tax. This and other cases indicate that the waiting attitude adopted by many buyers has been due to the fact that the removal of this tax was to be expected sooner or later.

Returning Goods for Refund of Tax.

Some stores, notably in the jewelry trade, have experienced considerable difficulty with customers returning goods purchased within recent weeks and on which tax was paid, the idea being to repurchase the same goods now and get credit for the tax.

On taking this phase of the matter up with the Inland Revenue Department officials in Toronto, Hardware and Metal was informed that no protection against this practice has been afforded to date. Meanwhile the usual regulations governing the return of goods on which tax has been paid are applying and retailers can only resort to a claim for refund of taxes in such cases. As pointed out few hardware merchants have experienced much difficulty in this connection and some of these have endeavored to discourage such a movement before it became general. Some of them have adopted a regular store policy of refusing to exchange goods, others have followed the plan of telling customers at time of purchase that the article will be exchanged but the tax cannot be adjusted. This plan is followed in order to avoid the difficulties of refunding tax and securing rebate from the Government and the time envolved in the process. In the majority of cases the amount of the tax is small on lines sold in the average hardware store and there is not considered to be the same justification for pressing a claim for refund. As one dealer states, if the customer is a good one and apt to be offended by the refusal to change the goods and refund the tax, then it is good policy to do as requested and secure rebate, but in every possible case this plan should be discouraged or the retailers will be confronted with much unecessary work and the possibility of a loss to themselves.

Regulations Covering Return of Goods.

For the information of those who are changing goods and allowing refunds following are the regulations covering this point; providing if goods are exchanged for other goods of equivalent value no tax figures in the transaction. If the goods are "charged" and customer receives them on approbation and are subsequently returned the dealer may make claim quarterly, the quarters terminating on the last day of March, June, September and December respectively. Application supported by affidavit for refund of the amounts repaid to customers during the currency of the quarter must be filed. Receipted invoices of purchasers for amount of tax repaid must be attached. A cheque in payment will be sent by the Government after claim papers are checked.

If taxable goods are returned and articles of greater value supplied in exchange the tax is collectible on the difference in price, a sales slip or invoice prepared, stamped and cancelled accordingly being delivered to the customer. If in return articles of less value are given in exchange refund of the tax represented by the difference in price will be made under the conditions before described.

When applications for refund are presented in respect to tax collected by means of stamps affixed to sales slips, the claim must be supported by the production of the customer's original sales slip, duly receipted, to which the cancelled stamp is affixed.

Some other interesting points are briefly dealt with as follows:—

Tax Returns in Arrears.

Dealers whose luxury tax returns are in arrears are expected to settle their accounts with the Inland Revenue Department at the first of the month when the returns for December, up to and including the 18th, become due.

Stamps to be Redeemed.

Luxury tax stamps which are in the possession of merchants will be redeemed by the Department of Customs and Inland Revenue. The license fee of two dollars will not be rebated.

Lines Still Carrying Luxury Tax.

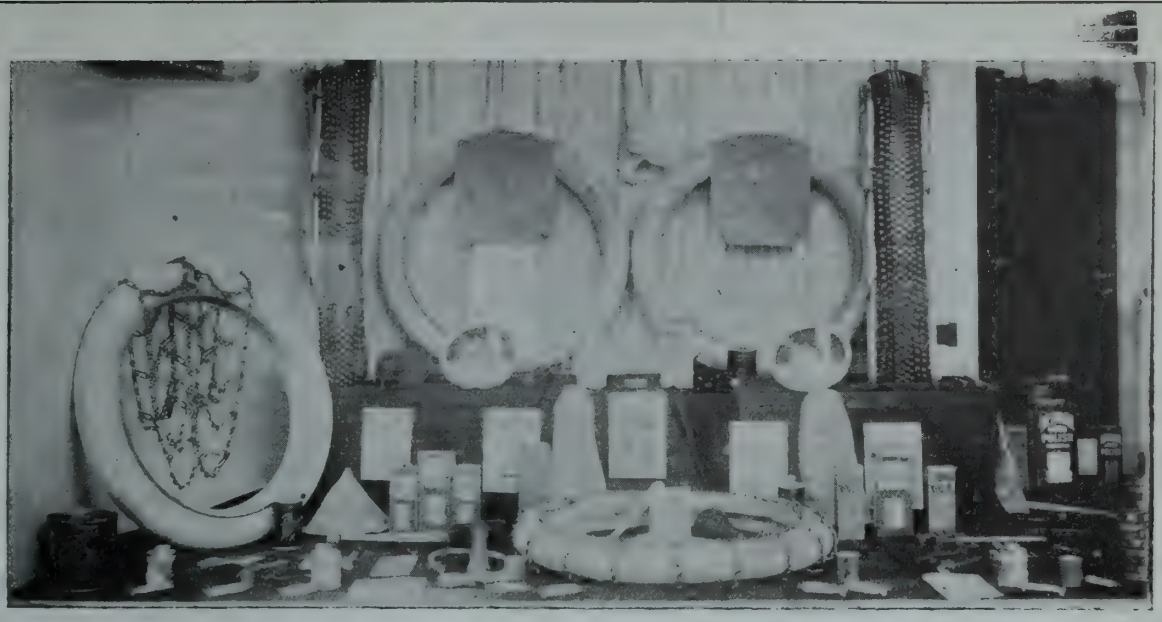
Among the lines on which the luxury tax has not been removed are playing cards and patent and proprietary medicines containing alcohol. These are said to be among the most productive sources of revenue from luxury taxes.

WHERE THE REVENUE CAME FROM

Amounts paid under the various excise taxes from April to November of this year, inclusive, were, on domestic articles: sales tax, $17,203,018.37; manufacturers' tax, $14,838,050.75; stamps, $5,105,034.49; total, $37,146,103.61. The stamps tax mentioned in this is that which was in effect on patent medicine sales previous to the last budget.

The revenue from sales and excise tax on importations for the months June—November inclusive, was: sales tax, $6,515,886.74; excise, $4,801,682.55; total, $11,317,569.29.

The manner in which the manufacturers' tax brought up the revenue total is shown by the following statement of some articles subject to that tax. The amount paid on purchases of automobiles in that period was $6,161,755.93. The manufacturers' tax on boats brought $11,127.26; cameras, $23,430.77; and playing cards $142,480.69. Other items in the revenue statement for the period during which the luxury and other taxes were collected were: pianos, $107,041.87; organs, $2,086.36; shells, cartridges, etc., $16,711.66; mechanical player pianos, $48,022.81; phonographs, $254,494.88; musical instruments, $94,925; chandeliers, gas and electric fixtures, $7,355.22.



It was unanimously agreed at a recent convention of hardware merchants selling automobile accessories, that the hardware trade was the logical channel for such business in so far as articles requiring no mechanical knowledge were concerned. A good accessory business in the spring is predicted. It will pay the merchant to keep seasonable accessories in a prominent location even if present business is inclined to be slack. Here is a suggestion for a seasonable window of accessories showing tires, chains, heaters, polish, and other lines which are big winter sellers. Anti-freeze solutions, windshield cleaners, rugs, gauntlets, winter oils, are also lines which can be included in the winter display.

Hardware Merchants Discuss Accessories

Greater Assistance From Wholesalers and Manufacturers Asked By Hardware Retailers Handling Auto Accessories—Push Lines That Do Not Require Mechanical Knowledge—Profit Margin on Some Accessories Too Small—Eliminate Duplicate Lines

VARIOUS features of automobile accessory trade and its relation to the hardware trade were discussed at the annual convention of the Accessories Branch of the U.S. National Hardware Association. It was the keynote of the convention that the hardware merchant was the logical one to sell automobile accesories, and that it is the function of the manufacturer and wholesaler to stimulate his interest in the line and render practical assistance that will help him to give better service.

It was pointed out that the dealer handling automobile accessories requires more information on accessory lines in order to give the service expected by the consumer. Wholesalers and manufacturers were urged to push lines which do not require mechanical knowledge to install, since the hardware merchant can sell such lines to best advantage. It was suggested that travelling salesmen should be provided with lists of standard goods the retailer can sell to advantage, in order to show him what to buy, and to enable the salesman to check up the retailer's stock and see that it is complete.

Salesmanship assistance was also said to be required, especially in the sale of automobile accessories, due to the fact that many new merchants are taking on the line who have had little connection with automobiles, and in such cases it is difficult for them to realize the full importance or value of certain accessories. It was, therefore, suggested that travelling salesmen post themselves thoroughly, and then quiz the retail merchant on the good selling points of various accessories to be sure that he has the information necessary to sell intelligently.

Margin of Profit Too Small

Some retailers present thought that the margin of profit allowed on many items in the accessory list was insufficient. It was pointed out that the retailer is becoming more thoroughly acquainted with his cost of doing business, and the value of investing his capital in lines which show best returns, and the manufacturer who expects him to push a line that only shows 25 per cent. profit would probably find diminishing rather than increasing interest.

Another speaker supporting the statement that education of the retailer must begin with the travelling salesmen, pointed out that there were two distinct lines of accessories, one which the retail hardware merchant can handle to advantage, and the garage equipment lines which are of interest to garage men only. He advised that wholesalers see that their men are fully posted on these lines, and if the wholesaler is unable to give the needed information he should call on the manufacturer for it.

Another speaker expressed the belief that many travelling salesmen are prejudiced against certain lines, and that the dealers get the same viewpoint owing to a lack of knowledge. He stated that many dealers thought that to handle accessories they must operate a service station, which, as he pointed out, was just what they should not do.

The only solution of the problem, in

(Continued on page 60)

Take the Inventory at Invoice Cost

Some Pointers to Remember in Stocktaking This Year From Secretary Macpherson, of the Ontario Retail Hardware Association

POINTING out the importance of a careful inventory at the close of the present year Secretary W. F. Macpherson of the Ontario Retail Hardware Association writes giving a number of good pointers as follows:

Editor, Hardware and Metal,
Toronto.

To my mind the Inventory to be taken at the close of present year is the most important of many years, and I think you are well advised in putting special stress on "Inventory Time" in Hardware and Metal.

Pricing stock at present value on a rising market is certainly a temptation to which many have unwisely yielded in the past few years, and taken profits on paper, but now with a receding market in sight, even in a moderate degree, it behooves the merchant to be fair to himself, and his bankers and creditors, by producing a stock list which will show the true condition of his affairs.

I would say, enter all prices on stock sheets at actual Invoice cost, regardless of present market values, whether more or less. Freights of course should be computed but is by many added as a single charge on the stock list. Then have a special "Depreciation Column" in which enter depreciation in value which has occurred, opposite the item, and deduct total of depreciation column from the total of Inventory.

To simplify the actual work of taking stock, a couple of weeks spent in getting the stock in shape in advance, bringing goods of a class together, counting and placing slips on boxes or in drawers will work wonders in accuracy and saving time in calling off and listing.

In listing stock it is well to segregate different lines such as Electrical Goods, Paints and Oils, Automobile Accessories, Sporting Goods, etc., and strike totals of each department. By the use of Loose Leaf Stock Sheets this is readily accomplished and gives valuable information as to the amount of capital invested in each department. Amount of purchases can easily be secured by reference to Invoices, and data thus procured to determine whether the turnover warrants the investment. In this way an Inventory can be made to do double duty which considering the work involved is highly desirable.

Under the workings of the Income Tax Act, which will in all probability remain with us for years to come, a proper Inventory is now a necessity, and in this connection a proper system of book-keeping is of equal importance.

W. F. MACPHERSON,
Secretary.

Solves Difficulty of Same Goods Carrying Two Prices

INVENTORY

STORE ..... DATE ..... Page No.....

Priced by ..... Extended by ..... Examined by ..... Called by.....

STOCK LOCATION. SECTION ..... Sheet No. ..... Entered by.....

	Q't'y	Only Dozen Gross	Description	No. or Size	Store Sell	Book Sell	Cost	Only Doz. Grs.	Extension	Ck.
1										
2										
3										
4										

THE *inventory sheet used by Mills Hardware Co., Ltd., Hamilton, Ont., has a number of features which are dealt with in the article on this page. The store name is placed on each sheet, dated the end of the year and page number. Names of the parties doing the work of pricing, extending, examining and calling are to be shown on each sheet. Provision is also made for a record of the location of the goods recorded on each sheet and the number of the sheet for the particular section referred to and room for the name of the person making the entry. (There are 25 horizontal lines to the page with total columns at bottom).*

An important and unique feature of this sheet is the provision of two columns headed, "Store Sell," "Book Sell." The value of these columns lies in the fact that the management can tell, after inventory, when goods in the store are marked different than the price book and errors can immediately be corrected from the sheets. The same kind of goods are often at different prices because of incoming stock being marked different than goods in stock. The column is a new one created this year by this company owing to the necessity of overcoming the difficulty of the same article being marked at two prices.

Importance of Careful Inventory

Lower Price Tendency Demands More Attention to Business Records and Careful Work in the Annual Inventory—Price Goods at Actual Cost or at Replacement Price if it Has Declined —How One Merchant Gets Valuable Information From His Annual Inventory.

ANNUAL inventory time is here and due to the fact that price reductions are the order of the day in many lines greater care than ever must be exercised in conducting the annual record of stock. Under prevailing conditions it is more than necessary for the hardware merchant to have accurate records of his business for his own guidance and also to be used as an indication that he knows where he is at if it should become necessary for him to secure accommodation from his bank. It is comparatively easy to make profits on an advancing market, but when price tendencies are toward lower levels it becomes necessary for the merchant to have at his disposal every possible aid in the way of handy and accurate records.

The annual inventory is said by some merchants to be the most profitable job of the year. Such it is if conducted in the right way so as to show only truthful records and the job should be cleaned up as quickly as possible. There are many ways in which the merchant can profit from a survey of his inventory sheet. If it shows an overstock of saleable goods and a lot of stock that is unsaleable it indicates that more care should be exercised in buying. It will also show unsaleable lines in a dull season when there is time to make plans for their disposal. The knowledge of exactly what is in stock and in what quantity should also be a help to the merchant in making increased sales.

The plan of pricing the goods at actual cost at the time of purchase is recommended, unless prices have since declined in which case the replacement price can be used. Future profits will be affected by pricing at more than actual cost and an inventory priced on any other basis will give a profit that has not been earned.

Many methods of stock-taking have been outlined in Hardware and Metal and information given as to how other dealers conduct the inventory. One point is emphasized by all, that is, the necessity of getting at the work early and getting the job over as soon as possible, due regard being paid to accuracy and careful checking. One merchant states that he puts every available man to work about Christmas time putting the stock in order and cleaning up odds and ends. In this shape it does not take long to put down the records on the inventory sheets and there is not as much danger of overlooking some stock. The following plan is suggested by another merchant:

In going over the stock, on boxes from which goods are sold, mark the quantity plainly with a soft, black marking pencil. Seal each box with a gummed label or sticker. As the stock is written on the inventory sheets if the seal of a box is unbroken the quantity will be right, if the seal is broken a recount should be made.

Next year the seal and the black pencil mark of quantity will show the goods have been in stock for a year at least. The suggestion is made that the second year a red pencil be used to indicate quantity on all goods that have the quantity marked with a black pencil. It can then be pointed out to clerks that they should make a special effort to sell the goods bearing the red pencil mark.

The work of marking up the goods on the inventory sheets should be begun immediately after Christmas and experience has proved that it is better for every available man to start early and work late for a few days than to have the job around for several weeks. The latter plan adds many difficulties to the job which are avoided by staying with it until it is done. Some merchants find that even with a large stock they can get the records down on paper by the end of December.

Invoicing by location is a good plan to follow in such sections as main room, first floor wareroom, basement, tinshop, etc. When the inventory has been completed all the sheets can be placed in a binder, separating them according to de-

Invoicing by location is a good plan to partments by an index sheet for convenience in finding any item quickly. Losses in case of fire can better be adjusted if invoicing is done by departments.

A good plan in checking the stock is that of working in pairs, one calling and the other writing. Each pair should have 25 inventory sheets numbered consecutively from 1 to 25 such as adopted by Mills Hardware Co. of Hamilton in the sheet reproduced herewith. The next lot of sheets to each pair can be numbered from 25 to 50 and so on. The full name and initial of the persons calling and writing as well as the department, Calling, Writing, Department and Location should be entered on each page in a space provided. As the sheets are Priced, Extended and Verified, each party should enter his name or initials. This will tend to greater care in making entries.

Unit and price should agree in calling stock. Do not say "dozen" but "twelve." In order that each section of shelving shall not be missed a small slip of paper on which the word "Taken" has been plainly written may be tacked on.

When goods are sold after an inventory has been taken a sales slip should be turned into the office so that the amount can be deducted from the inventory. If the stock-taking is completed by the end of December it will not be necessary to keep a record of goods sold that have not been inventoried. If not completed by that time everything not inventoried will have to be added because the books should be closed as of December 31. The inventory should show the exact amount of merchandise on hand on that date.

The question of new goods received during inventory gives some merchants trouble. If the invoice for such goods is dated before January 1st it will be necessary that they be included in the inventory but such goods should not be opened unless it is necessary. Entry on inventory sheets can be made from the original invoice.

When the inventory is complete the advantage of having used black and red marking pencils is apparent. The goods marked with the red pencil are more or less unsaleable and will require special attention. Such goods are an asset of questionable value and should be cleared cut at bargain prices. The use of the red pencil will indicate whether you are buying slow selling lines in too large quantities. The further suggestion is made that by the use of a sheet of carbon the inventory be taken in duplicate. One set can then be priced at actual cost, the other at cost to replace, thus giving some valuable information to the merchant. In case of the destruction of one sheet another copy will be available, thus giving better protection to this valuable record.

3 PER CENT. SALES TAX ON U.S. IMPORTS IF OPERAT- CANADIAN BRANCH

Replying to a communication sent by Hardware and Metal to Ottawa, asking for information as to the application of the sales tax on the product of U.S. firms with a branch in Canada, George W. Taylor, Assistant Deputy Minister of Inland Revenue, states that the decision as applying to a U. S. manufacturer of hack saw blades, this manufacturer having a branch in Canada, is that the goods are subject to sales tax of 1 per cent. on the customs duty paid value upon importation and a further tax of 1 per cent. upon resale by the Canadian branch.

If subsequently handled through a jobber another 1 per cent would apply making a total of 3 per cent. whereas the product of U.S. firms without a branch in Canada and selling direct to the Canadian jobber would carry only 2 per cent. No statement is given by Ottawa in regard to the alleged discrimination of this practice.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations.

The Only Weekly Hardware Paper in Canada

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SATURDAY, DECEMBER 25, 1920

THE death of one of the real pioneers of the Canadian hardware trade this week, in the person of S. S. Martin, who spent fifty-four years with Rice Lewis & Son Co., Toronto, and retired thirteen years ago from the position of vice-president, removes one of the few cherished links with early days in the Canadian hardware business. It is refreshing and a tribute to the integrity of the trade to note that a near centenarian maintained keen enthusiasm for the hardware business over a period of sixty-seven years.

* * *

MINISTER of Finance Sir Henry Drayton says that the luxury taxes have served their purpose. A cryptic comment from one merchant was that such was the case if the object originally was to make the road harder for retailers and put a damper on sales.

* * *

THIS is the last announcement to be given regarding the Hardware and Metal Christmas Window Contest this year. If you have for some good reason overlooked this, make it a point to have a photo taken right away. It will pay you well to have an entry in this important contest and it will not be too late until Saturday, January 1.

* * *

THE claim that Germany is dumping on the Canadian market quantities of goods which during the period of the war she was unable to export is not borne out by the statistics of direct trade with that country since peace was declared. Imports received direct from Germany during the six months ended with September have been comparatively insignificant, and in value have only totaled $553,181.

A Careful Inventory

THE importance of hardware merchants making a careful inventory of stock on hand at the end of 1920 cannot be over-estimated in view of the prevailing conditions. On an advancing market it is comparatively easy to take profits and the dangers of neglecting records are minimized. But conditions have changed and price declines are the order of the day. Hardware has not suffered nearly as much in this respect as have some other trades, the decline has been more gradual, but the condition calls for more attention to records and the cleaning up of stock so that the merchant will know exactly where he stands, just what lines are selling best and what are the slow movers, in what quantity orders for various lines should be placed. In a declining market the stock on hand should be inventoried at actual cost price, or if it has declined the replacement cost should be noted. Some merchants adopt a column for depreciation in values. An early start should be made putting the stock in shape so that the work of listing and checking can be facilitated. Some good suggestions are outlined in an article in this issue concerning proven methods of stocktaking.

A Substitute For "Luxury" Tax

WHILE hardware merchants are naturally elated over the triumph which is partly theirs in the removal of the luxury taxes, a careful eye should be kept on the form of taxation which the Minister of Finance will substitute. It is not to be expected that with a large debt facing the country for the liquidation of which a large revenue is required, the Government will pass up a possible revenue of nearly one million dollars monthly unless some other form of revenue production is available.

The only intimation which has so far been given is that the Government favors restricting taxes to three classes, namely customs and excise taxes, sales taxes and income tax, and that there is some disposition to extend the sales tax now applying to manufacturers and wholesalers to the retail trade. This kind of tax is not wanted by hardware merchants for it brings back many of the disadvantages of the luxury tax in so far as it is a tax which must be figured separately at time of sale. The tax which retailers prefer is that which can be applied to the selling price of the article and which does not show at time of sale. A turnover tax, as advocated in Hardware and Metal on many occasions, would be figured in the cost of an article the same as overhead expenses and profits are figured. The objection is raised that many small merchants do not keep books and that it would be difficult to check up the annual turnover of some merchants, particularly in the West. This would probably be so in only a very limited number of cases and it would be a benefit to these merchants from other standpoints if some action was taken making it compulsory for such merchants to keep accurate records of their business. Such a condition is aimed at in the Bankruptcy Act which makes it incumbent upon a merchant to keep books in order to avoid penalties in case of his becoming bankrupt. No doubt this Act has greatly lessened the number of merchants who fail to keep business records, and it is unlikely the amount of difficulty which the Government would meet with in applying a tax on turnover would be in any proportion to the difficulty experienced in connection with the luxury taxes.

Protests Bear Fruit

WHETHER the removal of the luxury taxes on practically all lines formerly subject to this imposition was due to the fact that this form of tax had served its purpose in curtailing buying of luxuries, as claimed by the Minister of Finance, or was because of the strong objection made by the merchants, the announcement has brought great relief to the trade and has already resulted in some stimulation of Christmas business. There is no question the Luxury Tax was an unpopular measure with merchant and customer alike and the objections made by merchants largely through the trade press, and in which Hardware and Metal has taken a leading part, have had good foundation. It is difficult to judge during Christmas week just what the effect of the removal of these taxes will ultimately have, though some merchants report better business in lines formerly taxable since Monday last. The real test will come when the holiday rush slackens off after the new year and it is to be hoped that with merchants taking their annual inventory and thus cleaning up the loose ends of business, combined with any incentive which the removal of the taxes can give to buying, that trade will be put upon a sound basis as an introduction to a good year's business.

Interesting Features in Convention Program

Preliminary Outline of Programme Features For 16th Annual Convention of Ontario Retail Hardware Association.

PLANS are now fairly well under way for the 16th annual convention of the Ontario Retail Hardware Association to be held in Hamilton, Ont., from February 14th to 17th inclusive, and while final details of the program are yet to be arranged, there are already a number of interesting features as outlined in the partial program reprinted herewith.

The executive committee meeting will open the proceedings with its session on Monday afternoon to be followed by the registration of members. A reception and smoker will be held in the evening and an industrial moving picture will be shown.

The business sessions will be commenced on Tuesday morning following the addresses of welcome by the mayor, wholesalers and manufacturers.

These sessions will be introduced with the annual address of the President, Mr. Ed. Wanless; the Secretary's report, W. F. Macpherson; the Treasurer's financial report, John Caslor; the auditor's report, Messrs. Matheson & Peacock. After these reports are dealt with the resolutions and convention committees will be appointed.

The afternoon session of Tusday is left open for members to visit the exhibits of manufacturers. The Armories Building on James Street north has been secured for this purpose.

Discuss Permanent Secretaryship.

A large program is provided for Tuesday evening, opening with a report on the Permanent Secretaryship and addresses by the president and secretary concerning the work of the latter official. Discussion of reports, notices of motion and nomination of officers will follow and the evening program will be concluded with an open discussion of various matters pertaining to the hardware trade, questions to be asked by members and officials.

Business Prospects.

After the convention committee's reports have been made on Wednesday morning a number of addresses will be given dealing with the business prospects for 1921 by representative speakers. Some of the suggested subjects are "The Iron and Steel Market," "Manufactured Products," "The Wholesale Trade," "The Retail Trade," "Paints and Oil." These will be followed with an address on the "Save the Surface" campaign. At 11.30 a.m. an address is to be given dealing with the mutual fire insurance idea as adopted by retail merchants. In connection with this feature efforts were made to get J. L. S. Hutchinson to give an address on the mutual fire insurance scheme as carried out in Saskatchewan by the R. M. A. Mr. Hutchinson has replied that he is unable to be present and states that the merchants' company has been turned over to the Northwest Mutual Company of Seattle and that the general manager of the latter company for Canada, who is located in Hamilton, will probably given a talk on the subject. The afternoon will be devoted to a further inspection of the exhibits.

The second day program will be wound up with a banquet and entertainment on Wednesday evening, commencing at 7 p.m.

Chain Stores and Co-Operative Buying.

A number of important matters will be dealt with on Thursday morning. After the reports of committees are received and the officers elected, an address on the chain store proposition is to be given followed with a discussion concerning co-operative buying. Questions will be answered and discussion of various points in the addresses presented. From 11 a.m. until noon short addresses will be given by exhibitors on points in selling goods. The afternoon will be devoted to an inspection of exhibits and the evening proceedings will be opened with a talk on advertising, to be followed by answers to questions placed on cards in question box. The convention will be concluded with the showing of the Plymouth Cor-

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SYNOPSIS OF PROGRAM FOR 16TH ANNUAL CONVENTION OF ONTARIO RETAIL HARDWARE ASSOCIATION IN HAMILTON, ONT., FEB. 14-17

Association Headquarters—Royal Connaught Hotel

Exhibition Headquarters—Armories Bldg., James St. North

Monday, February 14th

2.30 p.m. Meeting of Executive—Royal Connaught Hotel.
4.00 p.m. Registration and enrolment of members.
7.30 p.m. Open session—Reception and smoker. Moving picture "Industrial."

Tuesday, February 15th

9.00 a.m. Opening of business sessions.
9.30 a.m. Greetings from mayor, wholesalers and manufacturers.
10.00 a.m. Addresses of president, secretary, treasurer, auditor's report, receipt and disposal of officers' reports, appointment of resolutions and convention committees.
1.30 p.m. to 6 p.m. Inspection of exhibits in Armories building.
7.30 p.m. Executive committee report on permanent secretaryship. Address by President Wanless, "A conception of the duties and scope of an association secretary." "What the secretary owes to the members and what members owe to the secretary," by Secretary Macpherson.
8.00 p.m. Notice of motion from 1920 convention. Full discussion and disposal of reports of executive committee. Nomination of officers.
8.30 p.m. "A game of cards." Every card will be headed, "What I want to know about the hardware business." All questions will be answered first by the members and then by the chairman or secretary.

Wednesday, February 16th

9.00 a.m. Report of convention committees.
9.30 a.m. Business prospects for 1921 by representative speakers.
11.00 a.m. Address by representatives of "Save the Surface" campaign committee.
11.30 a.m. Address on mutual fire insurance as carried by retail associations.
1.30 p.m. to 6 p.m. Visit exhibits in armories. Special attractions and music.
7.00 p.m. Banquet and entertainment.

Thursday, February 17th

9.00 a.m. Reports of committees.
9.15 a.m. Election of officers.
9.30 a.m. The chain store proposition.
10.00 a.m. Co-operative buying.
10.30 a.m. Questions and discussion of addresses presented.
11.00 a.m. Exhibition hour. Short addresses by exhibitors on selling goods.
12.00 a.m. Entertainment.
1.30 p.m. to 6 p.m. Visit exhibits in armories.
7.30 p.m. A talk on advertising.
8.00 p.m. Question box. Answers to card questions.
9.00 p.m. Moving picture. "A film story on rope and binder twine manufacture." Smoker.

"Hardware and Metal Christmas Window Contest"

Rules Governing the Christmas Window Contest



Eight prizes will be offered by **Hardware and Metal** for the best window displays of Christmas lines as arranged for this year's trade by hardware merchants or clerks.

The contest is open to anyone engaged in the retail hardware business in Canada and the displays will be given a fair and authoritative judgment.

The essential point to keep in mind is that the display will be judged on its effectiveness as a business puller. Many points outlined in past issues of Hardware and Metal as to most effective window trims should be kept in mind in arranging the contest display. Attractiveness without effectiveness is of little use in a window trim.

Arrange a window which will, literally, draw the passers-by right into your store, then send a photo of it to be entered in the contest.

THE EIGHT CASH PRIZES

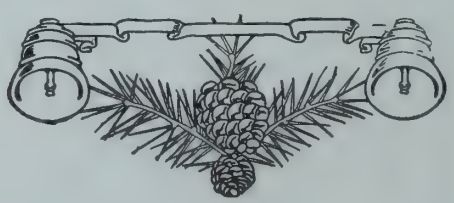
Places under 5,000		Places 5,000 and over	
First prize	$10.00	First prize	$10.00
Second prize	5.00	Second prize	5.00
Third prize	3.00	Third prize	3.00
Fourth prize	2.00	Fourth prize	2.00

Dealers in small communities have just as much chance under this arrangement as those in larger districts. Getting selling ideas into the display is what counts.

The contest closes on Saturday, January 1. Photos received after that date will not be entered unless there is proof that they have been delayed in transit.

All matter must be addressed to The Editor, Hardware and Metal, 143 University Avenue, Toronto. and marked "For Christmas Window Contest."

Don't overlook the prizes and the honor of winning one.



"Hardware and Metal Christmas Window Contest"

Your Last Week for Entering the Window Contest



WE have now entered upon the week of December 25th to January 1st—the last week in which entry can be made in the Hardware and Metal Christmas Window Contest. Much interest is being taken in the contest and many new entries will be in this year to challenge former winners. Many of those who have been former contestants have benefited by taking part in past years and are coming back this year to make a strong bid for one of the prizes and the honor which goes to the winner. Competition promises to be keener than ever. Every red-blooded Canadian likes an opportunity to engage in a keen competition, so if you belong to this class send in an entry and match your ability against all comers. If you

Have Been too Busy

during the Christmas rush you will have some respite during this week and one of the first things to do is to fix up that Christmas window display and send in a photo to be entered in the contest. Full details are outlined on the opposite page which classes the eight prizes so that every merchant has a fair chance, whether he be a city or country merchant.

This contest has proved to be valuable in encouraging the art of more effective window dressing and if the merchant himself does not desire to enter it is in his own interests and those of his window dresser to see that an entry from his store is made.

The honor of being a prize winner in this important contest, and having the fact given publicity throughout the hardware trade of Canada, might be instrumental in pointing the merchant or his clerk to higher levels of merchandising efficiency. The possible result is such as to fully justify every hardware merchant in Canada having an entry. All photos must be in by January 1.



News of Western Canada

Price Reductions Renew Activity

Worst Part of Readjustment Period Thought To Be Over — Need Confidence to Overcome Consumers' Resistance, Says Official of Winnipeg Paint & Glass Co.

WINNIPEG, Man.—Many interesting matters were considered at the annual convention of the Winnipeg Paint & Glass Company, Ltd. which was held for four days last week in Winnipeg. The proceedings on the first day were opened with the introduction of new salesmen to the "old boys" followed with addresses of welcome from Messrs. Carr, Sauder and J. S. McDiarmid. Two minute talks were given by Messrs. Brockie, Dale, Drewe, Hutchcroft. An address entitled "Paint Sundries" was given by Mr. Pottruff. After lunch the subject of "Brushes" was treated by Mr. Champelovier and Mr. Marley later addressed the convention on selling matters concerning Hardware.

The subject of Sash and Door was handled by Messrs. J. S. and C. S. McDiarmid at the opening of the second day and at luncheon a talk on "Dealer and Painter Co-operation" was given by Mr. Drewe. Subjects treated in the afternoon consisted of "Screen Doors," by Mr. Hutchcroft; "Roofing," by Mr. Brockie; "Beaver Board," by Mr. Lythgoe; "Mantels, Grates and Tiles," by Mr. Wooley; "Glass," by Mr. Sauder; "White Lead," by Mr. Brockie. On the third day discussion centered around Martin Senour Co. products, with an address on Salesmanship by A. E. Hay at noon luncheon. On the final day Pratt & Lambert products were discussed at the morning and afternoon sessions followed by a dinner at the Fort Garry Hotel and a theatre party to the Orpheum.

An interesting and instructive address was given by E. L. Sauder, Managing Director of the company, surveying business conditions as follows:—

"I have unbounded faith in this great country of ours. Stop for a moment and analyze the figures which represent the wonderful crop of this past season.

	Bushels
Wheat	230,260,000
Oats	318,449,000
Barley	39,949,500
Rye	8,834,000
Flax	6,943,000

with an approximate value in dollars amounting to 600 to 700 millions.

"Current opinion has it that the big drop in the price of wheat is the cause of the decline in sales, and due to the fall in the price the farmers are holding it to get a higher price. Official records show that the farmers are not holding their wheat, and, moreover, instead of having a lower average price a bushel this year, they have received a higher price."

Quoting from reliable figures published a few days ago, twenty million more bushels of wheat had been moved up to November 20th this year than last year.

The average price paid for this year's wheat crop up to November 19th, on the basis of "1" Northern at Fort William has been $2.48¼. The price of wheat did not fall to the $2.22 basis until November 5th. Participation certificates need not be considered here as the money realized on these was not paid until this fall, and did not help the farmer pay his previous year's purchases.

Light business and poor collection of accounts throughout the West, therefore, cannot be attributed to the low price of wheat or to the small amount sold by the producers of the West. They have sold larger quantities and have received a higher price.

We must look elsewhere for a reason or cause for lighter business or poorer collections than previously, and, which, I feel is due entirely to a feeling of pessimism that has been allowed to take root and which we must all help dispel.

It is true the public want lower prices. Yes, more than want them, they demand them—and are the big factor in forcing prices downward, for downward they are surely coming, but again the calamity howlers, pessimists and blue ruinists are wrong. The process of price-reducing will not be a toboggan slide with everybody crowding to get on—far from it. Prices are on a downward trend, but just as surely as wages were a very important factor in the process of prices advancing, just as surely will they be a factor in the reduction of prices, and you all realize labor will not voluntarily take reductions.

There is at the present time a wave of stock-reducing and price-slashing sales being conducted throughout the entire country, but haven't we had these same sales every year? This is the time of the year when the banks, the wholesalers and the manufacturers insist on a year and trade clean-up. Coupled with these are the dealers who predict the bottom will fall out of the market on everything. These sales are, perhaps, doing more to stabilize business today than any of us realize. These price-reductions have started renewed activity on the part of the buying public, and I am firmly of the opinion we have experienced the worst period in this price readjustment, for the resumption of buying will bring relief to retail merchants, jobbers and manufacturers alike.

What is needed right now is enthusiasm—enthusiasm—and confidence to overcome the consumer's resistance to buying which is being felt and is being reflected in the attitude of the trade at this time. This resistance to all buying has been greater the past two months than at any time in the last few years. Demand can and must be stimulated by aggressive sales effort of each one of us individually, and as a whole.

I have in the few remarks I have just made endeavored to outline in a general way my opinion of present conditions as affecting us.

I am still determined to label myself an optimist, and although there may be anxious and disquieting symptoms throughout the country, there is no reason for panic or alarm. Probably the next three or four months will prove that some difficult and complex problems must be faced, but I am convinced the people have made up their minds to make the best of conditions as they arise, knowing full well we have been living under more or less artificial circumstances, and while the process of getting back to normal conditions will not be without its unpleasantness, we will surely arrive at a safe and sound solution.

Those in Attendance

Among those attending the convention were the following:—

Messrs. J. Carr, president; E. L. Sauder, man. director; J. S. McDiarmid, vice-president; C. S. McDiarmid, H. B. Dale, sales manager; W. R. Pottruff, R. T. Mitchell, E. J. Gregory, B. Wooley, B. Marley, J. H. Clark, J. Drew, C. Brown, R. Cochran, J. B. Ellis, A. J. Stroud, A. Loader, P. Orr, W. T. Teskey, B. T. Stephenson, E. Jarman, W. T. Murray, T. C. Sutherland, J. E. Wright, J. R. Meldrum, J. J. Phillips, W. J. Robinson, R. A. Falconer, H. C. Reilly, J. W. Crooks, H. C. Hutchcroft, mgr. Calgary branch; W. Brockie, mgr. Edmonton Paint & Glass Co.; Leo Miller, B. J. McKye, E. H. Hawkins, J. R. Norwell, H. J. Loney, H. W. Smith, T. Houghton, sales manager Martin-Senour Co., Montreal; A. J. Webb, Winnipeg manager Martin-Senour Co.; A. E. Hay, Canadian sales manager Pratt & Lambert; Chas. Whetham, H. Champelovier, Western rep. J. S. Simms Brush Co.; E. Lythegoe, Western rep. Beaver Board Co.; E. Pinkerton, mgr. Swift Current Branch; H. Fry, R. T. Anderson, mgr. Saskatoon branch; D. R. Patterson, M. B. Sainsbury, J. Sephton, J. Wiggins, J. Cummings, C. V. Saunders, J. Beattie, W. S. Marley, J. Halsall, F. Shaye, Col. G. C. Porter, rep. Pacific Coast Lumbermen; Mr. Morton.

Annual Convention of Wood, Vallance, Ltd., in Winnipeg

WINNIPEG.—Following is a report of Wood, Vallance, Limited, Sales Convention in Winnipeg:

The convention was called to order by F. W. McGuire, sales manager, in the Hammond Building, where special arrangements were made in the way of display of new goods from every department. The spacious convention room, which was well lighted and ventilated, added greatly to the comfort of the salesmen. The roll call being disposed of, it was noted with regret that Mr. R. P. Buchanan, (the dean of the sales staff) was the only absentee. Unfortunately he contracted a bad attack of sciatica, and was confined to his room in the Fort Garry Hotel during the entire convention time.

J. C. Falls, general manager, opened the meeting with a short address of welcome, after which he outlined in a in a very thorough manner his impressions of future conditions. Mr. McGuire again took the chair and outlined the work for convention week. His announcement of the banquet and dance for Wednesday brought forth rounds of applause. D. A. (Don) Ferguson, manager of the auto-accessory and sporting goods department, then took charge and covered in a very able manner everything pertaining to his department. During this session J. A. Vennard, of the Firestone Tire & Rubber Co., gave a very instructive talk on tires.

W. A. Watt, manager of the cutlery department, followed Mr. Ferguson. He was congratulated by the salesmen for the splendid results he has attained. A. MacFarlane gave a very interesting talk on the cutlery situation in England, having recently returned from a visit to his principals, the George Wostenholm Company, he was in a position to give first hand knowledge. Mr. Allen of the Oneida Community, Limited, gave a demonstration of great educational value, showing the complete process required to manufacture a tea spoon. Mr. Watt then announced the lucky winners in the different prize competitions, viz.

Oneida Community Competition

1st prize, Mr. Homer Spencer, De Luxe Chest of Community Silver.

2nd prize, Mr. Harry Bestall, Case of Community Stainless Knives and Forks.

3rd prize,Mr. Lee Huyck, Case of Community Tea Spoons.

Auto Strop Competition

1st prize, J. A. Jack.

2nd prize, Frank O'Neill.

3rd prize, Homer Spencer.

Gilbert Clock Competition

1st prize, Lee Huyck.

2nd prize, R. G. Consterdine,

3rd prize, R. A. Grant.

Phillips Cut Glass Competition

Lee Huyck, one complete water set, suitably engraved.

Major J. C. Gillespie and F. W. Lynde were next to take charge of the meeting, and went thoroughly into the matter of shelf and heavy hardware. H. B. Carbray then outlined the catalogue and advertising proposed for next year.

W. Davidson, manager of the stove department, followed, giving a splendid demonstration and announced some very good news about Moffatt ranges for next year.

An interesting feature of the programme was a visit to the McClary display room, where through the courtesy of Messrs. Kennedy and McKellar, the boys were treated to a very instructive talk, along with home made rolls, coffee and a souvenir in the form of a neat memo book and an Always Sharp pencil.

P. A. C. McIntyre, representing the Weaver Manufacturing Co., and Universal Re-Boring Tool Co., gave the boys what proved to be the most interesting and instructive demonstration of the convention. He and his assistant, Cap. Varnum, installed a practical repair shop in their show room. They then got into their overalls and showed just what

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Much Interest in Accessory Show

Western Canada Automotive Equipment Show In Winnipeg During Bonspiel Week Expected To Equal the Big Chicago Show.

WINNIPEG.—The Western Canada Automotive Equipment Show to be held in Winnipeg Bonspiel Week, even at this early date, is said to be an assured success. Practically all the space for exhibits have been applied for. The different committees are experiencing no trouble in the organizing and execution of their plans, due to the enthusiastic reception and interest shown by the trade. The show is being planned on a large scale. The booth arrangements, decorations and exhibits will, it is said, be the equal in every way to the recent big show held in Chicago.

The new stickers are very much in evidence, the novel design of the letterheads and envelopes have attracted a lot of favorable comment. A number of the jobbers from Calgary, Regina, Saskatoon, Edmonton and Moose Jaw have already signified their intention of exhibiting at the show.

Winnipeg, the Gateway of the West, is surely expected to see a big boom given to the automobile equipment business during the week of Feb. 14-19.



The Last Call

Everyone knows what that means when the colored man calls it through the train and there are few people who wait longer than the first call. This final warning is being given to those merchants who have for some reason overlooked sending in their entry to the Hardware and Metal Christmas Window Contest. Some merchants have been keen to get on the ground floor with their entries, realizing the honor of being a prize winner and having the fact made known to all branches of the hardware trade in Canada. Others have been too much taken up with the Christmas rush of business to have the necessary photo taken and sent in to the Contest Editor. We do not blame the latter merchants for getting all they can out of the Christmas rush but they will get more out of Christmas business if they will enter the Christmas Window Contest and thereby keep a close watch on how other merchants go after Christmas trade. All entries must be in by January 1 so do not delay longer. See details in this issue and act quickly.

Events in the Trade

Business Changes

Toronto.—Read, May & Co. have purchased the business until recently carried on by J. M. Sweatman at 1639 Bloor Street West.

Williamsburg, Ont.—Est. L. Privat, hardware, has sold stock to L. D. Merriam Co.

Personal

Montreal.—H. W. Ashley, of the Canadian Edison Appliance Co., Stratford, was a visitor in Montreal this week, calling on the jobbers.

Montreal. — Geo. McAllister, representing Shurley Derret Co., Toronto, called on the trade in Montreal this week.

Toronto.—Stewart & Wood, Ltd., 82-84 York St., Toronto, held their annual meeting this week. The same officers were re-elected: E. T. Dean, President; A. W. Poole, Managing-Director. A very satisfactory report was adopted.

Toronto.—E. T. Dean, of Stewart & Wood, Ltd., 82-84 York St., Toronto, has gone to Montreal for a week or ten days' visit.

Timmins, Ont.—Mr. Frood has gone to the head office of the Geo. Taylor Hardware Co., where he will assist the President, Mr. W. J. Taylor, as Branch Auditor and Superintendent of Branches. Mr. Horace Laidlaw becomes resident manager of the local business of the Taylor Co., and Mr. W. G. Smith takes charge as manager of the store here. Mr. Frood will be a frequent visitor to Timmins in his new position as Branch Superintendent.

Incorporations

The Coleman Lamp Company, Limited. Incorporators: Herbert Harold Minard and Edward Devine Ranck, managers; and others—all of Toronto. Capital $250,000, divided into 2,500 shares of $100 each. Head office, Toronto.—Ontario Charter.

Coast Range Steel, Limited. Capital $15,000,000. Registered office, Vancouver. —B. C. Charter.

Feed Stuffs Act Effective Jan. 1

Ottawa.—The new Commercial Feeding Stuffs Act will be put into operation on January 1. The Act requires that a statement of the ingredients of feeding stuffs must be shown on the containers. Regulations passed under the Act further determine what the ingredients are to be.

Western Ontario News

Johnston and Atkins, hardware merchants at Inwood, Ont., added a timely and very interesting feature to their holiday window display by showing along with Christmas goods two German machine guns which have been presented to the town. The display attracted wide attention.

* * *

Robert A. Eddie, of Glencoe, Ont., who recently sold his hardware business to W. J. Edwards, of Woodgreen, has purchased a farm and will move to it shortly.

* * *

H. Lendon, hardware merchant at Leamington, Ont., has been appointed as lay delegate from the Anglican Church to the Executive of the Bible Society.

* * *

The Hayes Ruppell Mfg. Co., of Grand Rapids is negotiating with the council at Essex, Ont., for factory premises in which to establish a Canadian branch for the manufacture of tanks for toilets.

* * *

At the nominations held in London, Ont., this week, Ernest L. Dennis, of the Dennis Wire & Iron Works was nominated for mayor, alderman and public utilities commission. He will be a candidate for the latter. Col. W. M. Gartshore of the McClary Mfg. Co., will again be a member of the Victoria Hospital Trust.

* * *

B. O. Parker, hardware merchant at Strathroy, Ont., is the man behind a move being made by the merchants of the town to lease suitable premises and fit them up as a first class rest room for the farmers and their wives. Every week a large number from the surrounding country come into Strathroy to do their buying. Very often, especially in the cold weather it is decidedly uncomfortable for the women who have to stand around while waiting for their husbands to finish up business. It is expected that the rest room will be opened early in the new year.

Estate of Late F. H. Whitton

Hamilton.—The will of the late F. H. Whitton, general manager of the Steel Company of Canada, disposes of an estate valued at $446,679.46, including securities valued at $229,000; stocks, $92,000, and real estate, $31,000. The widow, three sisters, three sisters-in-law, ten nieces, four nephews, and a brother-in-law share in the estate.

Grants of $1,000 were made to St. Joseph's Hospital, St. Joseph's Convent, House of Providence, Dundas; St. Joseph's Church, Roman Catholic Bishop and the Hamilton Health Association.

Curtail Output of Hemp in Philippines

Reports from Manila state the hemp production has been curtailed and the low prices make certain that next year's production will be much reduced, probbaly not more than 60 per cent. of the output. People are turning to rice production owing to the discouraging hemp situation.

Montreal Housing Law a Dead Issue

Montreal.—"The housing law is a dead letter so far as Montreal is concerned," said Chairman Decary referring to the delegation that waited on the Administrative Commission. "The Administrative Commission will not take any further steps in the matter, at least not with the present law," added the chairman.

Ruling Under Income War Tax 1917 re Stock Dividends

The following ruling has been issued by the Finance Department, Ottawa concerning stock dividends:

"Dividends paid exclusively from profits realized before the 1st January, 1917, may be distributed on or before the 31st December, 1920, without being liable to taxation. Dividends distributed after the 31st December, 1920, shall be subject to taxation irrespective of the time profits were realized."

Attention is particularly directed to the time limit fixed by the above ruling of the Finance Department.

British Firms Favorable Towards Canadian Goods

George A. Marshall, of Marshall, Son & Bunney, and of the Perfection Sanitary Brush Company, Toronto, returned to Canada this week from a trip to England. Mr. Marshall states that British firms are favorable towards purchasing Canadian goods as far as possible and that the establishing of closer relations between the two countries would result in bigger business for Canadian firms.

A. A. Bittues Assumes New Post

A. A. BITTUES, Managing Director of the Gillette Safety Razor Co. Canada, Limited, has been appointed Director of Foreign Sales of the parent company for the Orient and the Far East.

The story of A. A. Bittues, the Canadian chief of the Gillette Safety Razor Co. is one of genial and forceful personality and organizing ability; incidentally a direct contradiction of Bernard Shaw's assertion that an employee has no more chance of getting into the employer's class than of becoming the Em-



A. A. BITTUES

Managing director of the Gillette Safety Razor Co. of Canada, Ltd., appointed director of foreign sales of the parent company for the Orient and the Far East.

peror of China. But perhaps it is unfair to use Mr. Bittues to refute Bernard Shaw's statement. There are those that believe that Mr. Bittues might possibly be Emperior of China if such was his ambition. The versatility that made good as a stock-boy, salesman, sailor, superintendent of lighting, and managing director of the Gillette Safety Razor Co. of Canada, Limited, is now to be turned loose in the East but the Emperor of China need not fear for his job. The activities of Mr. Bittues are to be confined to the promotion of the Gillette Company's interests in that part of the world.

The post which Mr. Bittues is to assume is a newly created one consequent upon the world-wide extension of the company's business operations.

Will Not Relinquish Present Duties

The new appointment will not involve the relinquishment of the present duties of their chief, and Montreal is still to be Mr. Bittues' nominal headquarters. It will, however, necessitate his absence for long periods and, in that respect, what is to be the gain of the Gillette organization as a whole will be the loss of the Canadian company and the many Canadian friends of Mr. Bittues amongst the business men, retailers, and manufacturers of Canada.

For many years, "Bitt," as he is affectionately termed by his intimates, was a popular figure at almost every Retailers' Convention held in Canada, and also at the meetings of the Canadian Manufacturers' Association, of which he was a member of the Executive Committee. Mr. Bittues is also an executive member of the Canadian Manufacturers Association, Director, North Lake Fish & Game Club, Engineers Club, Chapleau Club, etc. etc.

Mr. Bittues may not return to Montreal for some eighteen months or two years. London, Eng., and Paris are to be the first points of his itinerary. From thence he will go to the Far East, where the territory under his supervision will embrace South Africa, Japan, China, India, Australasia, the Dutch East Indies, Philippines and adjacent islands.

N. P. Peterson, who will shortly return from England, where he has been directing the establishment of a manufacturing plant at Windsor, will be actively in charge during Mr. Bittues' absence, and will have associated with him P. T. Flanagan, who will be in charge in the meantime. Both of these gentlemen have been responsible executives of the Canadian organization practically since its inception.

Death of a Real Pioneer of Canadian Hardware Trade

THE passing of one of the real pioneers of the Canadian hardware trade occurred this week in Toronto with the death at the age of 97 years of S. S. Martin, Sr. Deceased was one of the original members of the staff of Rice Lewis & Sons, Ltd., Wholesale and Retail Hardware Merchants, Toronto, having started with that firm when 30 years of age. He spent 54 years with this firm, retiring 13 years ago from the position of vice - president, at the age of eighty-four, owing to ill-health. Mr. Martin was a near centenarian, born away back in the days of " the first gentleman in Europe," George IV, and had a long and successful business record up until the time of his retirement. A fine-looking old gentlemen with strong features somewhat of the Gladstonian type, aquiline nose, firm mouth and chin, clean shaven except for side whiskers, Mr. Martin looked what he was, a fine representative of the best type of English business man of the 19th century.

It was in 1854 that Mr. Martin came out to this country from England. The Crimean War was on. The voyage out took 33 days and was considered speedy for those times. That same year he became connected with the firm of Rice Lewis, as it was then known and even at his advanced age he always maintained a keen enthusiasm for the business in which he had spent his life.

Auto Bumper Has Towline Facilities

On the rare but important occasions when an auto or truck must be towed, it is sometimes quite a puzzle to find the best place for attaching the towline. In a new bumper made by a Michigan concern the supports are provided with substantial hooks of solid metal, and attached to the horns of the car frame by U-bolts, requiring no drilling. By throwing a chain around the hooks, a stalled car may be helped out of a hole, or up a heavy grade, with little ceremony or loss of time.

AUTOMOBILE REGISTRATIONS SHOW STEADY INCREASE

Automobile registrations in Canada in 1919 aggregated 341,396—practically five times the number in 1914. Prince Edward Island made the largest proportionate growth in registrations (3,019 per cent.), whereas Ontario showed the greatest actual increase (113,080 more registrations), as between these two years. The returns by provinces for the past six years were:

Number of motor vehicles registered.

Provinces—	1914.	1915.	1916.	1917.	1918.	1919.
Prince Edward Island.	31	34	50	303	639	967
Nova Scotia	1,324	1,841	3,012	5,350	8,100	10,290
New Brunswick	1,328	1,900	2,965	5,251	6,434	8,306
Quebec	7,413	10,112	15,335	21,213	25,897	33,547
Ontario	31,724	42,346	54,375	83,308	114,376	144,804
Manitoba	7,359	9,225	12,765	17,507	24,012	30,118
Saskatchewan	8,020	10,225	15,900	32,505	50,531	56,855
Alberta	4,728	5,832	9,516	20,624	29,300	34,000
British Columbia	7,628	8,360	9,457	11,645	15,370	22,420
Yukon Territory	43	69	89	93	87	89
Total	69,598	89,944	123,464	197,799	275,746	341,396

Hardware LetterBox

Information on trade topics will be gladly supplied to subscribers through this department.

NEW GLORY STOVE REPAIRS

H. Melvill, Cereal, Alta.—Kindly inform me where I can procure repairs for the New Glory Stove.

Answer.—The address of the maker is the Charter Oak Stove & Range Co., Antelope St., St. Louis, Mo.

We have been unable to find a Canadian agent or distributor. The North Western Stove Co., Lake St., Chicago, Ill., may be able to supply repairs if you are unable to procure from makers.

REPAIRS FOR ART GARLAND

A. E. Jones, Milestone, Sask.—Can you tell me where repairs for the Art Garland self-feeder, formerly made by the Bowes Jamieson Co., Hamilton, may be procured.

Answer.—The Canadian Stove Co., Grimsby, Ont., are reported to have taken over Bowes Jamieson's patterns.

If unable to get repairs from above source, McIntyre & Taylor, 501 Queen St. W., Toronto, Ont., carry repairs for some of the Art Garlands, also Grundy Bros., Strathroy, Ont.

Trade Enquiries

Names and addresses of enquiries can be obtained only by those interested in such lines upon application to Department of Trade and Commerce, Ottawa, Canada. Please quote reference number when requiring addresses.

2525. **Hardware, woodenware, etc.** — A London firm wish to get into correspondence with Canadian manufacturers prepared to appoint them as agents for the United Kingdom, Constantinople, Turkey, and Black Sea ports, in the following lines: Enamelled ware, galvanized buckets, baths, wire nails, washboards, hickory handles, beaverboard; leather mittens and gloves (lined and unlined suitable for Russian market).

2526. **Cement, asbestos-cement sheets, pine door.**—A London firm have received inquiries from their South African customers for Portland cement in barrels (375 pounds net), asbestos-cement sheets, and would be glad to receive offers from Canadian manufacturers of these several articles who can fill export orders.

2527. **Rubber goods.**—A Nottingham firm would like to receive quotations, etc., on all kinds of rubber goods, sheet rubber, belting, rubber, tires and accessories.

2528. **Representation in Brazil.**—An important and reliable London firm, having a branch in Rio de Janeiro, wish to establish an import and export business between Canada and Rio de Janeiro in practically anything for which there is a demand either way. They are particularly interested in getting iron and steel articles, rails, etc. This firm have large capital and an excellent reputation.

2560. **Hot-water heating stoves and hot-air heating apparatus.**—A British firm wish to be placed in touch with Canadian manufacturers of hot-air heating stoves and heating apparatus. They are very anxious to obtain any pamphlets or catalogues explaining the methods and equipment used.

2561-2563. **Hardware.**—Three firms in Constantinople—one a large British concern with extensive connections—desire to receive particulars from Canadian exporters with a view to the resumption of normal trade with that centre.

2565. **Tools.**—A firm of merchants and commission agents in Constantinople desire to receive particulars from Canadian exporters of all kinds of tools.

2566. **Brushes.**—A firm of merchants and commission agents in Constantinople desire to receive particulars from Canadian exporters of brushes.

2567-2569. **Iron and steel.**—Three British firms in Constantinople, with extensive connections, desire to receive particulars from Canadian suppliers of iron and steel with a view to future developments of this trade.

2570. **Iron and steel.**—A firm of merchants and commission agents in Constantinople desire to receive particulars from Canadian exporters of iron and steel.

2571-2572. **Iron pipes.**—Two British firms in Constantinople, with extensive connections, desire to receive particulars from Canadian suppliers of ¼ to 3-inch iron pipes (black and galvanized), tubes, and water pipes, with a view of future developments of this trade.

2576. **Belting.**—A Nottingham firm are prepared to consider offers of leather belting.

2579. **Leather.**—A large British firm in Constantinople, with extensive connections, are desirous of receiving particulars from Canadian suppliers of leather of all kinds with a view to the resumption of normal trade with that centre.

2594. **Bright nuts and bolts.**—A Manchester firm inquire for manufacturers of bright nuts and bolts who are in a position to export. Samples and prices are requested.

Catalogs and Booklets

A review of new catalogs, etc., as published by manufacturers, wholesalers and others in the trade for the information of hardware dealers.

DOOR AND WINDOW HARDWARE

A catalog has just been received from the Payson Mfg. Co., 2916-2930 Jackson Boulevard, Chicago, Ill.

The catalog is noteworthy for its conciseness, clearness and the classification of the different lines manufactured by the firm.

Each item illustrated stands out distinctly and clearly, and methods of attaching and operating the various transom and sash lifts and fasteners are simply shown.

Among the lines manufactured and listed are hardware for windows, casements, transoms, doors, cupboards, cabinets, refrigerators, etc.

Full lines of furniture, truck and special casters are also shown. The catalog is divided into sections, and any particular line is easily found in its own section. The number of catalog is 201.

REPAIRS FOR MANGLE

Haig & Burns, Lansdowne, Ont.—Can you inform us where we can get repairs for ironing mangle made by the Industrial Iron Works, Hamilton?

Answer.—We understand that Dowswell, Lees & Co., Ltd., Hamilton, Ont., have taken over some of the lines formerly made by the Industrial Iron Works, and would likely be able to furnish repairs.

INTERESTING FEATURES OF CONVENTION PROGRAM

Continued from Page 41

dage Company film on the manufacture of rope and binder twine.

Hope for Additional Features

It is hoped that a number of other interesting features will be added to the program before it is completed. An effort is being made by the officers to have a representative of the Winchester Arms Company address the convention on chain stores and while a definite reply is not forthcoming until after the new year, Secretary Macpherson is hopeful that this company may be able to send a representative.

Efforts were also made to get a representative of a chain hardware store system recently inaugurated in Canada, but it was stated that the plan was as yet too much in the experimental stage to make any statement. It is also hoped that Mr. Hargreaves of the Drug Trading Company may be secured to give an address on co-operative buying and co-operative stores.

In order to get the maximum value of the features which may have been secured for this convention it is hoped that hardware merchants of the province will turn out in large numbers.

Programme of Eastern Ontario R.M.A. Convention

FINAL plans for the annual gathering of the Eastern Ontario and Ottawa District Association of the Retail Merchants Association provide for a two day convention in Brockville on January 11th and 12th instead of three days as originally planned. A preliminary program has been secured by Hardware and Metal from the secretary of the Association and some of its features are outlined herewith. On the opening day delegates will be registered in the morning and the first business session will begin in the afternoon. The Mayor of Brockville and R. Craig, President of the Brockville Branch, will welcome the delegates. Response will be made by President B. W. Ziemann, of the Ontario Board; E. M. Trowern, Secretary of the Dominion Board and others. The address of the District President, Harry Watters of Ottawa, Secretary's report and appointment of committees will also be on the afternoon of the 11th.

The annual banquet will be held on Tuesday evening when the principal speakers will be Sir Henry Drayton, Minister of Finance, and Hon. R. W. Wigmore, Minister of Customs and Inland Revenue, and other prominent merchants and officers of the association.

The second day of the convention will be devoted largely to the consideration of resolutions on the following subjects: express rates, association aims, sales by weight, daylight saving, manufacturers and wholesalers selling direct to our customers, collection of small debts, trading stamps, Workmen's Compensation Act, credit reporting, discrimination in price, re false advertising, re business tax, re welfare fund. Additional resolutions will be presented, making a total in all of about twenty-five.

Treasurer's and auditor's reports and other business will be taken up on the second day and the session will be concluded in the afternoon.

Twenty Years Ago

Items of interest reprinted from the Hardware and Metal file of December 29, 1900:

"The most responsible post on the executive of the Dominion Travellers' Association at the recent election was allotted to Mr. James S. N. Dougall, of McCaskill, Dougall & Co., varnish manufacturers, of Montreal. He was elected treasurer by a substantial majority. For 25 years he has been an active member of the Association."

* * *

"The ninth annual dinner of the travellers and officers of the Canada Paint Company was held on Thursday, Dec. 20, in Montreal. Representatives of the firm from all parts of the Dominion were present and covers were laid for 40. Following were present: H. W. Aird, W. H. Allison, A. J. Ayres, W. G. Ayling, E. Barry, R. Bremner, J. G. Bradley, T. W. Casey, R. Campbell, J. Cox, G. Crawford, C. Cobb, H. Clucas, E. H. Cooper, J. G. Day, J. T. Davis, A. Dowd, L. N. Dansereau, W. H. Evans, C. E. Felch, A. S. Gebbie, W. D. Hamilton, J. Hyde, J. Kyle, C. Little, R. Munro, A. Munro, D. B. Miller, N. Macdonald, W. H. Newton, C. P. O'Connor, D. W. Parks, A. Russell, J. L. Spier, H. Stubbs, H. Storey, J. Thompson, R. A. Webster."

* * *

"The Montreal Retail Hardware and Paint Dealers' Association held their regular meeting on Wednesday evening, President Martineau in the chair. The secretary was instructed to write to the Tarred Paper Manufacturers' Association to ask them to allow a rebate of at least 7 1-2 per cent. to Montreal retailers on tarred paper and to grant a 10 or 15 per cent. rebate on quantity."

* * *

"Her Majesty's Cafe, Montreal's latest innovation, was the festive scene of the fourth annual dinner of the travellers and foremen of the Thos. Davidson Mfg. Co., Ltd. Jas. Davidson proposed the toast to "Our Guests, E. Goodwill proposed the toast to "Foreign Representatives."

* * *

"J. Benson has been given the local management of the Sherwin-Williams Company's distributing depot in Toronto and will also take charge of the city sales department."

One Firm—One Licence

THE Department of Customs and Inland Revenue has issued instructions and regulations in respect of the issue of licenses to firms with branches. The department states that a manufacturer having several factories in which are manufactured articles subject to the manufacturer's tax is not required to take out more than one manufacturer's' license, and that a manufacturer, wholesaler or jobber, having more than one factory, branch office, warehouse, sales office or other place of business, is not required to take out more than one Sales Tax license.

Each branch office, factory, warehouse, sales office, etc., is required to have on file a certified copy of the license taken out by the head office. The collector of inland revenue issuing the original license should state therein what other places of business it is to cover and should issue a certified copy for each place. Where the head office of any firm having branches has already received its license notice should be sent to the collector specifying the branches of the company with a request that the necessary certified copies be issued. The certified copies of licenses will be transmitted by the collector issuing same to the collectors of the divisions in which the branches are located and by the latter to the branches.

Where a branch has, in the meantime, applied for and obtained a separate license such branch may apply to the collector who issued the license for a refund of the license fee paid.

The department states, however, that where a manufacturer has the wholesale or selling branch of his business entirely separate and charges a sales tax between the factory and the wholesale or selling branch he shall be required to take out two sales tax licenses—one for all of his factories and one to cover the wholesale or selling divisions.

Auto Business Seriously Hampered Unless Luxury Tax is Refunded

ONE of the points in connection with the removal of luxury taxes which has caused much protest is in connection with the tax on automobiles. It will be recalled in the original tax resolution that a luxury tax of 15% on automobiles valued under $3,000 and a tax of 20% on automobiles valued over $3,000 was to be collected by the manufacturer. Many automobile dealers have large stocks of cars on hand on which the tax has been collected. The tax is suddenly removed but the dealer can get no rebate from the manufacturers unless the Government refunds the taxes collected from the manufacturers on the cars now in the hands of the dealers. New cars coming into stock though of the same model would carry a lower price owing to the removal of the tax and cars on hand would be under a big handicap.

The matter is being taken up urgently by the Retail Merchants Association as it is held that the automobile dealers stand to lose hundreds of thousands of dollars unless refund is made of the amounts of the tax.

A monster deputation in special trains from all parts of the Dominion will invade Ottawa next Wednesday. Protest was made by wire to Ottawa, but the reply came announcing a ruling against any refund. Dealers in automobiles would thereby stand to lose anywhere from $7,000 to $35,000 each. In reply to wires to Ottawa Sir Henry Drayton fixed next Wednesday as the day on which the deputation of auto dealers would be heard. Five hundred men are expected to go from Ontario alone to protest.

Contracts for Electric Firms

Toronto.—The announcement is made that the Canadian Westinghouse Company has been awarded a large contract for electrical work by the Ontario Hydro commission. The management of the company state that the firm has not received any official word as to how many of their tenders have been accepted, and therefore could not give any further information. The information handed out at Toronto was that the total amount of contracts let exceeds $2,000,000, and among the successful firms were the Canadian Westinghouse in Hamilton, the Canadian General Electric at Peterboro, and the Allis-Chalmers and John Inglis Company of Toronto.

WHAT IS TO FOLLOW LUXURY TAXES

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Robert Hawkins, Smith's Falls, Ont., stated that the demand on a buyer for a tax on his purchase invited prejudice against the merchant and the Government that demands a tax in this way.

Box Bros., Ltd., Pierson, Man., are in favor of a percentage tax on turnover which enters into the selling price.

"The luxury tax is a nuisance. Give us a tax on turnover," says Wood Hard ware Co., Regina, Sask.

These brief expressions of opinion are but typical of the opinion held by a great many hardware merchants in Canada and opposition should be made to any plan of substituting a sales tax on retailers' sales.

Growth of Canadian Toy Industry

BECAUSE of the increasing volume of toy business now being done through the hardware trade in Canada it is interesting to note the following information concerning this industry:

Although the toy and doll industry of Canada has made considerable advance compared with pre-war times, it would appear from official statistics that the domestic demand is by no means fully met by Canadian factories, for the Dominion's imports of toys and dolls during the fiscal year 1913 amounted to $939,678 and during 1920 to $1,534,728.

The kinds of toys manufactured in Canada include animals, autos, balls, billiard games, boats, building blocks, carriages, crokinole boards, croquet sets, dishes, dolls' furniture, games, garden sets, lawn swings, pool tables, pucks, rocking horses, skipping ropes, sleighs, teeters, toy balloons, tricycles, and wheelbarrows, which are made of celluloid, enamel, iron, steel, tin, rubber, and wood. The growth of the Canadian industry is principally due to conditions arising out of the war, and at the present time some 35 toy factories are listed, although the census returns report the operation of only 15 in 1918—the latest year for which figures are available. These 15 factories represented a capital investment of $369,219 in 1918; they employed 33 salaried workers and 193 wage workers, to whom they paid, respectively, $44,190 and $131,817, they used materials costing at the works $115,329, and turned out products whose selling value at the works was $405,369.

Last year Canada exported $139,052 worth of domestic dolls and toys, the United States taking $5,635 worth, the United Kingdom $120,322, and other countries $13,095, and re-exported $21,300 worth of foreign toys, $19,655 worth to the United States, $134 to the United Kingdom, and $1,511 to other countries.

As already stated, the Dominion required in the past year an additional $1,500,000 worth of toys to supplement the output of Canadian factories. Before the war Germany was the chief source of supply, but the United States now occupies first place, and Japan likewise has made a notable advance in its shipments of toys. The shares of the various countries sending dolls and toys to Canada in the fiscal years 1913, 1918, 1919, and 1920 were:

Imported from	Year ending March 31 1913	1918	1919	1920
United States	$273,139	$ 785,998	$708,489	$1,136,372
United Kingdom	76,400	66,755	28,208	93,692
Austria-Hungary	6,029	.....	.....	.....
Belgium	4,239	.....	.....	.....
France	19,303	9,407	4,567	20,458
Germany	536,242	.....	.....	.....
Holland	5,205	.....	.....	.....
Japan	18,738	224,095	228,741	277,946
Other Countries	383	626	2,132	6,260
Total	$939,678	$1,086,881	$972,137	$1,534,728

WOOD, VALLANCE, LTD., CONVENTION

Continued from Page 45

their equipment could do to a Ford car. The practical and efficient way they took to explain their goods appealed very strongly to all the salesmen, and a hearty vote of thanks was given Mr. McIntyre at the conclusion of his demonstration.

Mr. Turner, of the sheet metal products, gave a very able address, and outlined the enamelware and tinware situation in a complete and satisfactory way.

Mr. McGuire again resumed the chair and the convention was open for general discussion.

G. Myron McBride gave some pertinent facts concerning the wholesale hardware trade from the standpoint of the credit department. He treated his subject in his usual masterful way.

L. D. Osborne, warehouse superintendent, outlined how he hoped to be able to give a twenty-four hour service on all shipments and went fully into the question of how all orders were now handled in the warehouse.

Mr. McGuire then called on the different salesmen for a few remarks. The convention was brought to a close by the salesmen giving three hearty cheers for our genial sales manager for the efficient and business-like manner in which he had handled all the details and especially for the splendid entertainment arranged for the boys while in the city.

The following salesmen were in attendance at the convention: J. A. Jack, F. J. O'Neill, Geo. H. Herity, H. A. Bestall, J. P. Wing, Alex. Gordon, R. A. Grant, H. A. Sutherland, A. H. Davidson, R. M. Pritchard, F. B. Stott, C. A. Pile, H. S. Spencer, J. Bates, M. P. Barnes, R. G. Consterdine, A. H. Jackson, H. H. Hughes, H. L. Huyck, S. V. Holt, W. Dawson, A. F. McDermid, R. A. Bird, H. S. Martin, A. T. Redmond, W. Wilson, and R. Newport.

Presentation to H. B. Carbray

During the Friday afternoon session Herb B. Carbray was called upon to accept a complete table service of forty-two pieces, Adam design Community silverware, as a token of appreciation from the salesmen for the splendid success of the banquet and dance. Following a few well-chosen remarks by Johnnie Jack, Frank Stott made the presentation.

Banquet and Dance, Wednesday, Dec. 15

The directors of Wood, Vallance, Ltd., entertained their travelling salesmen and department managers at a banquet in the tapestry room of the Royal Alexandra Hotel. Covers were laid for sixty-five. A rather unique feature in connection with the repast was the menu, which was made up in the form of a hammer, the different courses being linked up with some well-known brands of hardware. Mr. J. C. Falls, vice-president and general manager, acted as chairman. The toast list included addresses by Major J. C. Gillespie, G. Myron McBride, Alex. Gordon, J. A. Jack, F. W. McGuire, A. T. Wood, A. T. Redmond and F. J. O'Neill.

At the conclusion of the banquet the entire warehouse and office staff, with their friends to the number of three hundred, were the guests of the firm at an informal dance in the new ball room of the Royal Alexandra, at 9.15 p.m. Mr. J. C. Falls and Miss Parkinson, Major J. C. Gillespie and Mrs. Falls, led the grand march. From the start of the dance program it was one continual round of pleasure until 1.30 a.m., when three rousing cheers were given for Wood, Vallance, Limited.

During the course of the evening several novelties were introduced, the one causing the greatest amount of comment being the number dance, which resulted in six ladies whose dance programs corresponded with the lucky numbers drawn out of a box being presented with a handsome piece of French ivory.

The arrangements for the dance and banquet were in the hands of Mr. H. B. Carbray, who was ably assisted by Miss B. M. Parkinson, Mr. Jas. Wardrope, Mr. David Miller, Mr. D. A. Ferguson, Mr. L. H. Hallman and Mr. Lloyd Gorman.

Regrets were expressed by all present at the unavoidable absence of Mr. David Wood, secretary-treasurer of the firm, who was unable to return from his Western trip in time for the banquet and dance.

Associated Commercial Travellers Hold Meeting

The Associated Commercial Travellers met at the Board of Trade rooms in Calgary last week and decided that in future the meetings of the association will be held on the first Saturday of each month at the Board of Trade rooms in connection with luncheon at the noon hour. Charles Hering, president of the association, was in the chair, and Ernest R. Ford, chairman of the publicity committee of the association, detailed prospective work for the coming year, and applications for membership in the association were handed out with prospects of good results therefrom.

J. Eoll was nominated one of the board of directors for the Alberta branch of the North West Commercial Travellers' Association.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

THE outstanding feature this week is the reduction made in the price of building papers and roofings. The lower quotations on tarred felts and roofings have been anticipated as prices of felt rags have been declining for some time.

Other declines include cotton goods, sash cords, twines, etc., fuel oils, and some grades of lubricating oils, valves, unions, solders and lead products.

Bar iron and steel are quoted at a slight reduction, and lower prices are asked for galvanized sheets. Ingot metals have reached lower levels and continue weak.

There is a quieter feeling, but the holiday trade is reported good and confidence in the outlook for next season seems general.

The removal of the luxury tax is regarded with satisfaction by jobbers and merchants, and though much of the holiday business had been done before the change was announced, it is expected that trade will be stimulated by the withdrawal of the tax.

Montreal Markets

MONTREAL, Dec. 23.—The special features this week are the reductions in the prices of roofings and building papers, tarred felts and sheathings.

Other declines include cotton goods, dart unions, lubricating and fuel oils, solders, and lead products. Some lower prices are reached in ingot metals. Bar iron, plates and sheets are very quiet at present and little change is expected until after the holidays.

Jobbers report that business is now slackening up on account of the holiday season, though they are still busy filling rush orders for last-minute Christmas trade demand. Sorting up orders are continuing to be received, but it is not expected that business will keep up on sundry lines. Travellers are coming in off the road for conferences, and there is a splendid optimistic feeling throughout the trade that business in 1921 will be fully up to expectations.

Sash Cords Show Further Declines

Montreal.

SASH CORD.—There has been a severe decline in cotton sash cord of 18 cents per lb. While lower prices were anticipated it was not expected that the new prices would be at such a low level. New prices are as follows:

No. 6, 70c; No. 7, 69c; 8 to 12 in., 68c

Candle Wick Reduced in Price

Montreal.

CANDLE WICK.—There has been a further adjustment in the price of candle wick and it is now quoted at 57c per pound.

Awning Cords Are Lowered Again

Montreal.

AWNING CORDS.—A few weeks ago prices on awning sash cords declined. This week there have been further revisions in prices which are now quoted lower, as follows:

	No. 3½	4	4½	
Drab	$2.40	$5.40	$6.90	doz.
White	2.25	4.40	6.40	doz.

Dart Union Prices Are Revised

Montreal.

DART UNIONS. — New prices are quoted this week on Dart unions, and which show a decided decline:

Black, 20%; Galvanized, 5% adv.

Lead Products Revised Again

Montreal.

LEAD PRODUCTS.—There have been further revisions in the prices of lead products, which are downward. Buyers are not placing orders at these prices, but it is expected that after the turn of the year these lines will move freely.

Lead pipe	0 14½
Lead waste	0 15½
Note.—Lead pipe is subject to a discount of 10%	
Lead traps and bends	Net list
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 11
Lead sheets, 3 to 3½ lbs. sq. ft., lb.	0 10¾
Do., 4 to 8 lbs. sq. ft.	0 10
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 29½
Do., strictly, lb.	0 27½
Do., commercial, lb.	0 24½
Solder, wiping, lb.	0 25¼
Solder wire (8 gauge)—	
40-60	0 30
45-55	0 31¾
50-50	0 33¾
Zinc sheets, casks	0 16½
Do., broken lots	0 17½

Lubricating Oils Are Revised Downward

Montreal.

LUBRICATING OILS. — There has been an adjustment in prices of lubricating oils. These have been reduced in price 2 cents to 3 cents per gallon.

Fuel Oil Price Goes Downward

Montreal.

FUEL OIL.—Royalite coal oil has been reduced 3 cents per gallon, which is a substantial reduction as the prices on fuel oil have remained firm for a considerable period.

Pipe Continues To Be Scarce

Montreal.

PIPE.—Galvanized pipe is very scarce, with little prospects for improvement in the near future. Black pipe is more plentiful but there is not as much demand for it. Prices remain unchanged as follows:

Standard Buttweld Pipe

List No. 46
Per 100 Ft.

	Steel		Gen. Wrought Iron	
	Blk.	Galv.	Blk.	Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01

⅜	5.31	7.41	5.91	8.01
½	7.10	8.63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.79	28.74
2	28.31	34.97	32.01	38.67
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....

Standard Lapweld Pipe
Per 100 Ft.

	Steel		Gen. Wrought Iron	
	Blk.	Galv.	Blk.	Galv.
2	$32.01	$38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.90	92.46	85.10	101.66
4	89.93	107.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2.66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.06
10	3.56	4.39	4.39	5.21

Standard Building Papers And Roofings Reduced

Montreal.

BUILDING PAPERS AND ROOFINGS.— Prices on standard lines of building papers and roofings are being revised downward. There have been a number of factors contributing to these readjustments, and one of the most important is the desire of the manufacturers to materially assist the trade in bringing prices to a normal basis as quickly as possible. With the exception of the Province of Quebec, which has shown a decrease, there have been substantial increases in building throughout Canada over 1919, and the indications are that the year 1921 will be an even better year for building with the demand that there will be for buildings, and the fact that lower costs of building materials will stimulate the demand, and be an incentive to build, and greatly increase the volume of business. In so far as raw materials are concerned there are some like felt that are lower but many others are still holding to their high levels.

Dry Sheathing, No. 1, roll	$1 65
Do., No. 2, roll	1 10
Do., Stag, roll	1 15
Do., Empress, roll	1 80
Do., Spruce, per 100 lbs.	9 75
Heavy Dry Straw Shething, per 100 lbs.	5 10
Heavy Dry Straw Sheathing, per 100 lbs.	5 10
Tarred Sheathing No. 1, roll	1 70
Do., No. 2, roll	1 45
Tarred Felt, 7, 10 and 15 oz., per 100 lbs.	5 35
Carpet Felt, 16, 20 and 24 oz., 100 lbs.	6 50
Tarred Ready Roofing, 2 ply, roll	2 13
Do., 3 ply, roll	2 55
Everlastic Roofing, 1 ply, roll	2 10
Do., 2 ply, roll	2 50
Do., 3 ply, roll	2 95
Everlastic Slate Surface, red and green, roll	3 50
Panamoid Roofing, 1 ply, roll	1 90
Do., 2 ply, roll	2 30

Sheets and Plate Situation Unchanged

Montreal.

SHEETS AND PLATES.—There is practically no change in the situation since reported last week. Business continues quiet, and no change in prices.

BLACK SHEETS—		
10 gauge	....	8 00
12 gauge	....	8 25
14 gauge	....	8 50
16 gauge	....	8 50
18-20 gauge	....	9 40
22-24 gauge	....	9 50
26 gauge	....	9 55
28 gauge	....	9 70
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	13 00	13 50
22 to 24 gauge	12 40	12 85
26 gauge	12 50	13 00
28 gauge	12 75	13 25
20 gauge	12 25	12 65
18 gauge	12 25	12 65
16 gauge	12 05	12 45
14 gauge	....	11 35
12 gauge	....	11 20

	Queen Head	Fleur-de-Lis
English Standard—		
English Standard—		
28 gauge	13 50	12 50
26 gauge	13 25	12 25
24 gauge	12 65	11 85
22 gauge	12 30	11 40
18 and 20 gauge	11 60	11 25

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Ingot Metals Develop New Low Levels

Montreal.

INGOT METALS.—The weakness referred to last week is still in evidence, and there is as yet no sign that prices have touched bottom. Prices are certainly very reasonable in certain lines, but do not seem to have much influence at present and apparently buyers will not come into the market until they are ready. In view of the approaching holiday season there will not likely be any change until after the turn of the year.

TIN.—Has now touched the lowest point yet reached on this movement, but indications are that there should soon be a recovery. The London market holds fairly well, but there is little encouragement from this side. Stocks in the U.S. are quite heavy and consumption light. The local price is 43c lb.

COPPER.— Has touched the lowest point in London since before the war, but there is no reason why it should not go lower. The American market has been holding fairly steady up until recently when it also eased off in sympathy with London. The advance in exchange has a certain influence on the price of this metal. The local prices are "electro" 19¼c and "casting" 19c per lb.

LEAD.—Also touched its lowest point in London this week and is almost down to prewar levels. There is nothing, however, to indicate that any advance from present prices will take place. There is plenty of metal available, and the prospects are for still lower prices. The local price is easier at 7¼c lb.

SPELTER.— An attempt has been made by Belgian producers to strengthen the market by having a fixed price, but it is doubtful if this will be successful. The American market remains depressed although the weakness is largely confined to spot metal, and it is not easy to buy for foward delivery. The local price is 8c lb.

ANTIMONY.—There is little new to report in connection with this metal, and we do not look for any material change in price. The local price is 8¼c lb.

ALUMINUM is quiet with very little movement. The price remains unchanged at 35c lb.

Iron and Steel Are Reported Quiet

Montreal.

IRON AND STEEL.—Business is, on the whole quiet, though jobbers report some movement in sorting up orders. Prices remain the same, though it is anticipated that there will be downward tendency after the turn of the new year.

IRON AND STEEL

Common bar iron, 100 lbs.	4 95
Refined iron	6 65
Iron finish machinery steel	5 25
Mild steel	5 30
Band steel	5 80
Single reeled machinery steel	6 80
Spring steel	6 00
Sleighshoe steel	5 30
Tire steel	5 50
Toe calk steel	6 20
Harrow Tooth Steel	5 45
Mining tool steel, per lb.	0 24½
Black Diamond tool and cast steel	0 24½

NOTE—Refined Iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Toronto Markets

TORONTO, Dec. 23.—More cotton goods show a reduction this week and a big reduction has been made in sash cord quotations. Some valves have been revised in price and are lower, and it is expected that other brass goods may decline in price shortly.

Fuel oil has been reduced again and is two cents per gallon cheaper. Bar iron and steel have been shaded down again and some lower quotations are made on galvanized sheets. Ingot metals show further declines and tin, lead and spelter are all lower this week. Price changes are less in number and many think that there will not be much change until after the new year. The demand for certain lines of holiday goods continues fair, otherwise business is quieter.

Expected Lower Price on Valves

Toronto.

COMPRESSION GOODS.— Jobbers report a quieter time in valves and bibbs and sales are smaller. Dealers generally are preparing to take inventories and are buying in small quantities. Prices are unchanged, but a revision is

being made on valve lists, it is reported, and it is expected that a reduction of about 10 per cent. will be made in prices of these goods. Many look for an easing in prices of all brass goods some time after the new year on account of lower primary markets.

Present quotations are the following:

Compression work, standard	25%
Fuller work, standard	30%
Bath cocks, compression	25%
Do., Fuller	28-30%
Flatway stop and waste cocks, standard	25%
Roundaway stop and waste cocks, standard	25%
Brass steam cocks, standard	add 10%
Globe, angle and check valves, standard	add 5%
J.M.T.	plus 10%
J.M.T. C.	Net
Gate or straightway	Net
Jenkins gate valve	10%
Standard gate	list plus 5%
Jenkins Globe	list plus 20%
Radiator valves, standard	23%

Prices Hold on Pipe; Improvement Slow

Toronto.

PIPE.—There has been no change in wrought pipe and prices continue firm. It is pointed out that pipe is about the only article that a two-price standard remains on, as the independents figures are still above the Corporation level on pipe, although they have come down on practically all other lines.

A cut of $10 a ton is reported in Eastern U. S. markets due to declines in pig iron.

While the local demand is lighter, there is said to be a shortage still in the smaller sizes and stocks are on the light side. List No. 46 is still in use and is as follows:

LIST NO. 46
Standard Buttweld Pipe
Per 100 ft.

	Steel		Gen. Wrought Iron	
	Blk	Galv.	Blk.	Galv.
⅛	$ 6.50	$ 8.50	$.....	$.....
¼	5.31	7.41	5.91	8.01
⅜	5.31	7.41	5.91	8.01
½	7.10	8.63	7.95	9.48
¾	8.80	10.87	9.95	12.02
1	13.01	16.07	14.71	17.77
1¼	17.60	21.74	19.90	24.04
1½	21.04	25.99	23.73	28.74
2	28.31	34.97	32.01	38.67
2½	44.75	55.28	.....	.....
3	58.52	72.29	.....	.....
3½	74.06	90.62	.....	.....
4	87.75	107.37	.....	.....

Standard Lapweld Pipe
Per 100 ft.

	Steel		Gen. Wrought Iron	
	Blk	Galv.	Blk.	Galv.
2	$32.01	$ 38.67	$ 35.71	$ 42.37
2½	48.26	58.79	54.11	64.64
3	63.11	76.88	70.76	84.53
3½	75.00	92.46	85.10	101.66
4	89.93	109.55	100.83	120.45
4½	1.05	1.29	1.30	1.54
5	1.22	1.50	1.52	1.80
6	1.58	1.95	1.97	2.33
7	2.06	2.53	2.53	3.01
8L	2.16	2.66	2.66	3.16
8	2.49	3.07	3.07	3.64
9	2.98	3.67	3.67	4.36
10L	2.77	3.41	3.41	4.05
10	3.56	4.39	4.39	5.21

No Further Price Changes on Rope

Toronto.

ROPE.—Business is reported to be quiet in rope and cordage just now and little improvement is expected until after the new year. Prices are holding at recent decline, and orders for next season are being booked.

Pure Manila, base	....	0 29½
Beaver Manila, base	....	0 23
New Zealand hemp, base	....	0 23
Sisal, base	....	0 21
Single lath yarn basis	....	0 21
Double lath yarn	....	0 21½
Yacht marline, tarred	....	0 57
Halyards	....	0 50
Hemp, deep sea line basis	....	0 50
Do., tarred ratline basis	....	0 43
Do., tarred bolt rope basis	....	0 45
Marline and Houseline	....	0 45

Supplies of Skates Show Improvement

Toronto.

SKATES.—Jobbers have been reporting a difficulty in securing stocks of skates during the past few months, but manufacturers of skates say the trouble is being overcome and they are shipping out in better quantity just no and expect to be able to take care of the regular demand. Last season and during the first part of the present one manufacturers could scarcely get delivery of the steel they required, but with the falling off of the demand on the part of the automotive industry supplies have been easier and stocks are now in much better shape.

Ideal Sheath Knives Are Again Available

Toronto.

SHEATH KNIVES.—It is a little late in the season for hunting knives, but Marble's Ideal hunting knife in 5 and 6-inch lengths, which has been off the market for some time, is again available, both in the stag and in the leather handle. These knives are supplied with leather sheaths.

Nail Supplies Improving; A Correction

Toronto.

NAILS.—The demand for wire nails is lighter now and stocks are improving.

Quotations are holding unchanged at $6.25 base for wire and $7.35 for cut nails.

The Toronto price was given as $6.40 in error. This was the Montreal base price.

Quotations on Valves Are Revised

Toronto.

JENKINS VALVES.—A revision has been made in the price of Jenkins valves and new prices are about ten per cent. lower.

No Changes Shown In Price of Wares

Toronto.

WARES.—Sales of wares are smaller now, but a decline at this period is expected. Many orders are of the sorting up variety and are usually rush orders, sent in by mail. Prices continue firm, but with an easing of raw materials there is a disposition to look for lower prices, but the opinion is that there will be no change for the present.

Bar Iron Reduced; Base Now $4.75

Toronto.

BAR IRON AND STEEL.—Some lower quotations are made this week on bar iron and the base price is 25 cents per 100 pounds less, being quoted at $4.75; 3/16 inch and lighter remain at $5.00, so that the advance over base is 75 cents instead of 50 cents. It is stated that there is nothing to warrant the reduction as mill prices have not been reduced in proportion. The demand at the present is seasonably quiet and stocks are being reduced to as small a limit as possible by all dealers. Present quotations are the following:

IRON AND STEEL

Common bar steel, 3-16 in. dia. and lighter	$ 5 50
Common bar steel, ¼ in. and heavier	4 75
Common bar iron, 3-16 in. dia. and lighter	5 50
Common bar iron, ¼ in. and heavier	4 75
Angle base	6 00
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 50
Spring steel	12 75
Crucible Cast Sheet Steel	35 00
Mining drill steel	28 00
Common Cast Tool Steel	20 00
Sleigh shoe steel	6 00
Norway iron	15 00
Toe calk iron	6 70
Hoop steel	7 50

Cotton Waste Unchanged; Prices Hold

Toronto.

COTTON WASTE.—Sales of this product are lighter, though waste jobbers report a fair amount of business. Prices are holding without change, but some are looking for a revision of prices about the middle of next month. Present quotations are as per current market prices.

Broom Prices May Go Higher

Toronto.

BROOMS.—The sales of brooms are reported to be less active now. The small child's broom, which usually finds a ready sale at this time of the year, is said to have been a particularly slow seller this season. Prices have been a little easier, but it is thought that the rise in exchange rates will affect the cost to the manufacturers and advance the price of broom corn. Other costs, lumber and wages remain high, and there is little expectation of cheaper brooms for awhile, it is stated.

Stoves and Ranges Show Cancellations

Toronto.

STOVES AND RANGES.—The demand for stoves and ranges is quieter now, and some makers report having received many cancellations in the past few weeks. It is attributed to the mild weather; many dealers finding their sales of heaters falling off and wishing to reduce their stocks. Manufacturers' stocks are reported to be in better shape in some quarters, and in others the

shortage has not yet been overcome. Prices continue to keep firm and little change is expected at present.

Roofing Caps Reach High Level

Toronto.

ROOFING CAPS.—A new high quotation is made on tin roofing caps and these are now priced at 18 cents per pound. There has been a scarcity of these articles together with the large-headed roofing nails for some time now.

Lower Prices on Cotton Twines

Toronto.

COTTON WRAPPING TWINE.—Further reductions have been made in the price of cotton wrapping twines, and the 3 ply is now quoted at 50 cents per pound, while the 4 ply sells for 53 cents.

Seine Twine Is Reduced in Price

Toronto.

SEINE TWINE.—Following the reduction in other cotton goods there has been a reduction in the price of seine twine and it is now quoted at 90 cents per pound.

Sash Cord Lowered Again; 20 P.C. Reduction

Toronto.

SASH CORD.—A big reduction has been made in the price of sash cord and base price is now 68 cents per pound, being a reduction of about 20 per cent. This is the second decline in a short time and price is round 40% less than it was last summer. Quotations on Hercules brand are 68 cents per pound on sizes 8 to 12, on No. 7 69c, and 70c for No. 6.

Snow Shovels Showing Improved Stocks

Toronto.

SNOW SHOVELS.—An improvement in supplies of snow shovels is reported. For some time manufacturers had found a difficulty in getting sufficient quantities of steel, but deliveries have improved and jobbers' stocks are in better shape. Sales are not large at present, but it is expected that a fall of snow would result in a big demand.

Clamp Prices Are Revised

Toronto.

CLAMPS.—New prices are in effect on screw clamps, quilting frame clamps and joiners' clamps and following are the new quotations:

Quilt Frame Clamps—No. 2, $1.25 per doz.; No. 22, $1.55; No. 1, $1; No. 3, $1.66.

Screw Clamps—No. 1, 3 inch, $6.55 per doz.; 4 in., $7.50; 6 in., $10.50; 8 in., $13.75; 9 in., $15; No. 2, 6 in., $11.90; 8 in., $16.25; 9 in., $20.30; 12 in., $23.75.

Joiners' Clamp—Iron only, $1.15 per set.

Gasoline and Coal Oil Hold Unchanged

Toronto.

GASOLINE AND COAL OIL.—No change is reported this week in either coal oil or gasoline. Coal oil is holding at decline noted last week, namely 28 cents per gallon for Royalite, and gasoline is still quoted at 42 cents for motor grade.

Saw Filer's Vise Change in Price

Toronto.

SAW FILER'S VISE.—A change has been made in the No. 1 saw filer's vise and the new price is quoted at $11.40 per dozen.

Fuel Oil Down Another Two Cents

Toronto.

FUEL OIL.—A reduction of two cents per gallon has been made again in the price of fuel oil and new quotations on this oil are 16 cents per gallon in barrels and 14c in tank cars, net.

Post Mauls Have Higher Price

POST MAULS.—A new price has been made on post mauls and present quotations are $11.25 per 100 pounds.

Good Sales of Aluminum Ware

Toronto.

ALUMINUM WARE.—Good sales are reported in these goods, and popular selling lines put up in holly boxes have commanded a ready sale. They make an appropriate Christmas gift and look very attractive. Aluminum is the one metal which has not shown a decline in the past few months and it has advanced in price during the present year. With firmness displayed by the primary markets it seems useless to expect any reduction in the price of the cooking utensils, although reports from the States indicate quantities of foreign-made aluminum ware are being sold there at lower than domestic prices.

Quieter Tone in Pipe Fittings

Toronto.

PIPE FITTINGS. — There is little change in the price of fittings and business is on the light side. There should be an easier tone to the market from now on and supplies are slowly getting into better shape. Present quotations are the following:

PIPE FITTINGS

	Net
Cast iron fittings	
Plugs	15%
Bushings	17½%
Unions ¼" to 2"	30%
Do., ⅛ in., 2½ to 4 in.	25%
Dart-Unions, blk., ¼ in. to 2 in.	15%
Do., ⅛ in., 2½ to 4 in.	5%
Do., galvd., add to black	30%
Nipples, blk. and galvd., ⅛ to 4 in.	50%
Do., 4½ in. and larger	40%
Do., running thread	20%
Couplings, 4-in. and under	20%

MALLEABLE FITTINGS

Class A	0 70	0 80
Class B	0 30	0 40
Class C	0 20	0 30

Sheets and Plates Some Lower Quotations

Toronto.

SHEETS AND PLATES.—A further recession in prices of galvanized sheets, which have been slower than black sheets in declining, is noted this week, but is said to be due more to the desire to reduce stocks of certain gauges prior to taking inventories than to any lower market prices. In view of the depreciation of the Canadian dollar in United States markets, some jobbers look to see an increase in the cost of sheets instead of a lowering. The demand is very light at the present time and no amount of reduction would stimulate interest, it is stated. More mills continue to close down, and it is reported that all the mills in the Youngstown, Ohio, district, are closed down for the balance of the year. The plate market is stated to be stagnant and reports from Pittsburgh state that mills are seeking business at $2.50. While there is still a range in quotations the following are general:

PLATES

10 gauge	7 50	....
12 gauge	7 55	....
14 gauge	7 60	....
16 gauge	7 70	....

BLACK SHEETS

14 gauge	8 35	9 30
16 gauge	8 40	9 40
18-20 gauge	8 45	9 30
22-24 gauge	8 50	9 35
26 gauge	8 55	9 40
28 gauge	8 65	9 50

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier		Apollo	
10¾ oz.	10 00	11 30	10 25	12 05
U.S. 28	9 60	11 00	9 85	11 65
U.S. 26	9 30	10 70	9 55	11 35
22 and 24	9 15	10 55	9 40	11 20
18 and 20	9 00	10 40	9 35	11 00
16	9 00	10 40	9 35	11 00
12 and 14	8 85	10 25	9 10	10 75

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Lead Products Hold At Recent Declines

Toronto.

LEAD PRODUCTS.—Lead goods continue to hold at recent declines and business is less active. Sales are smaller and stock-takings are the order of the day. Outside markets show a little firmer tone, although there was an upturn on New York markets at the end of last week. Several of the large producers state that present levels are below the cost of production. Present quotations are the following:

Lead pipe, list, per lb.	0 14½
Lead waste pipe, list, per lb.	15½
Do., over 8 in., list, per lb.	16½
Lead pipe is subject to a discount of 10%.	
Lead traps and bends	Net
Lead sheets, 4 to 6 lbs. sq. ft., in rolls, lb.	0 10½

Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, lb.	....	0 36
Do., strictly, lb.	....	0 27
Do., commercial, lb.	....	0 25½
Do., guaranteed, lb.	....	0 29
Do., wiping, lb.	....	0 25
Zinc sheets, per lb.	....	0 18

Crescent Wrenches Advance 10 P. C.

Toronto.

CRESCENT WRENCHES. — An advance of 10 per cent. has been made in price of 4-inch and 12-inch Crescent wrenches.

Waste Materials Still Dull and Lower

Toronto.

WASTE MATERIALS.—Very little buying or selling is taking place in scrap materials. Prices are largely nominal, although they show fewer changes. Heavy melting scrap has been the most active, with cast iron in poor demand. Malleable cast has been hard to dispose of, and non-ferrous scrap at present is stagnant. Rubbers show a very low figure. Quotations are as below:

WASTE MATERIAL

No. 2 busheling	....	$13 00
Stove plate, per ton	24 00	25 00
Yellow brass	7 50	8 50
Red brass	....	12 50
No. 1 machinery cast	34 00	35 00
Heavy melting steel	18 00	19 00
Heavy copper	0 11½	0 12½
Scrap zinc	0 04	0 05
Light brass	0 04½	0 05
R.Rd. wrought iron, No. 1, gr. ton	23 50	24 50
Heavy lead pipe	0 04¼	0 04¾
Old rubbers, boots and shoes	0 03	0 04
Overseas lumbermen's rubber boots	0 02	0 03
Bicycle tires	0 01	0 01½
Tea lead	0 02½	0 02¾
Automobile tires	0 75	1 25

Ingot Metals Dull With Prices Lower

Toronto.

INGOT METALS. — The market is again weak in ingot metals with very little doing. Not much increase of business is looked for until after the new year. Tin, lead, spelter and antimony all show lower quotations.

TIN.—A weaker tone is in evidence in tin and trading is dull in local and outside markets. Quotations are a cent lower and are from 44 to 46 cents.

LEAD.—The market continues firm in London, but weak in New York, and cuts of $5 a ton by large smelters in the U. S. bring the price there to the lowest figure for several years. Enquiry is small and quotations here are lower by 75 cents. Present figures are $7.75.

COPPER.—Little trading is reported in copper markets and tone is weak. Outside markets show lower tendencies, but local prices remain unchanged at 19 cents for casting copper.

SPELTER.—This is reported as dull and declining. Quotations here are down to $8.00.

ANTIMONY.—The market is still in a dull state in antimony and lower prices are noted. Quotations range from 8 to 9 cents.

ALUMINUM.—This metal has been neglected for some time and no change is reported. Quotations are holding at 37 to 39 cents.

London Markets

LONDON, ONT., Dec. 23.—Sash cord has declined 18 cents per pound and cotton wrapping twine is lower. Solder too has been reduced in price. Except for these lines there have been few changes this week. Linseed oil and turpentine are unchanged, but there is little demand. The seasonably colder weather has stimulated the sale of many winter lines which have been dragging, and Christmas trade is reported good here. Merchants expect that the removal of the luxury tax will have the effect of increasing the sales of silverware. Collections continue to be satisfactory.

20 P.C. Reduction Made on Sash Cord

London, Ont.

SASH CORD.—New lower prices go into effect on sash cord and represent a decline of about 20 per cent.

Quotations now are No. 8, and larger 68 cents per pound; No. 7, 69 cents and No. 6, 70 cents.

Cotton Wrapping Twine Reduced in Price

London, Ont.

COTTON TWINE.—Further reductions have been made in the price of cotton twine and the new price for 3 ply is 52 cents per lb. The 4 ply is selling at 57 cents.

Candle Wick Is Lower; New Quotation

London, Ont.

CANDLE WICK.—New quotations are made on candle wick and it is now selling at 55 cents per pound.

No Change in Price Of Linseed Oil

London, Ont.

LINSEED OIL.—Prices are holding firm on linseed oil and quotations show no change from last week. The demand is very small at present.

Quotations are as follows:—

	Raw, Gal.	Boiled, Gal.
1 to 2 bbls.	$1 17	$1 20
3 to 5 bbls.	1 16	1 19
6 to 9 bbls.	1 14	1 17

Less barrels, add 15c per gal.

Turpentine Holding Without Change

London, Ont.

TURPENTINE.—The price of turpentine remains unchanged this week. Sales are very light at the present time.

Quotations are as follows:—

	Imp. gal.
1 barrel lots	1 65
2 to 4 barrel lots	1 64
5 gal. lots	1 80

Nail Demand Less; Stocks Improve

London, Ont.

NAILS.—The demand for nails at present can only be described as just fair. Stocks are getting to be in better shape and prices hold unchanged.

The base price on wire is $6.25 and for cut nails $7.50.

Good Demand For Non-Skid Chains

London, Ont.

AUTO CHAINS.—The slippery roads and pavements this week have stimulate the demand for auto non-skid chains. Auto chains are selling at list less 25 per cent in small quantities.

On one dozen pairs or more discount is 33 1-3 per cent.

Horse Shoe Calks Are Moving Well

London, Ont.

HORSE SHOE CALKS.—There has been a good demand here this week for Never Slip horse shoe calks due to the slippery state of the roads, and the following are quotations on this line:—

No. 4 x ¼, $3.10 list per 100; 5-16, $3.10; ⅜, $3.10; 7-16, $3.30; ½ $3.30 9-16, $3.50; ⅝, $3.50 Less 15%.

Hand Sleighs Are Selling Well

London, Ont.

HAND SLEIGHS.—Sales have been fair on hand sleighs, but merchants would find these moving more briskly if a good fall of snow were to take place.

Quotations on the Canadian Buffalo Sled Co. make are the following.

No. 27, $9.60 doz., list; No. 32, $12; No. 26, $12.40; No. 30, $13; No. 33, $15.40; No. 36, $18.75; No. 39, $22.50; No. 42, $27.50; No. 36c, $27.50; No. 42c, $34; No. 48c, $43; No. 36H, $21.50; No. 42H, $29.50; No. 85, Coaster, $39; No. 86, $41.50; No. 87, $56. Less 35%.

Scoops and Shovels; Locks Improve

London, Ont.

SNOW SHOVELS AND SCOOPS.—The sales of shovels, furnace scoops and side walk scrapers have been fair and stocks are in better shape now. The demand for snow shovels is not heavy yet but a fall of snow would improve matters.

Quotations on some of these lines are the following:—

Snow Shovels—Prince or No. 20, $11.25 doz.; Queen or No. 30, $12.50; King or No. 40, $15; Moose or No. 50, $18.75.

Furnace Scoops—D or Long Handle, light, $10 doz.; heavy, $12.50.

Sidewalk Scrapers—Fox (light socket), $4 doz.; Bulldog (heavy socket), $5.70 doz.

Window Glass Unchanged Demand Seasonable

London, Ont.

GLASS.—The demand for window glass is seasonably good here, and no alteration has taken place in prices. Quotations on single and double diamond are still 30 per cent. off list for case lots.

Cut lights are quoted at 40 and 10 per cent off light list.

Putty Fairly Active; Quotations Hold

London, Ont.

PUTTY.—Sales for putty have been seasonably good here lately. No change has taken place in prices and the following are still in effect.

PUTTY—	Per 100 lbs.
Standard, 100-lb. drums	8 05
Do., 25-lb. drums	8 30
Pure, 100-lb. drums	10 55
Do., 25-lb. drums	10 80

Solder Prices Show a Reduction

London, Ont.

SOLDER.—New prices have been made on solder and "Half and Half" is quoted at 32 cents per pound. This is a reduction.

Maydole Hammers Are Priced Higher

London, Ont.

MAYDOLE HAMMERS.—The new stocks of Maydole hammers coming in are higher in price and the following are new quotations:—

No. 1, $26.50 doz.; No. 1½, $24.50; No. 2, $23; No. 11, $26.50; No. 11½, $24.50; No. 12, $23; No. 13, $20.75.

Ash Sifters Showing Fair Demand

London, Ont.

ASH SIFTERS.—The demand for ash sifters is good and the common wood side is quoted at $3.75 per dozen, the Banner at $3.65 each, and the No. 1 Rocker at $6.25.

Good Sales on Weather Strip

London, Ont.

FELT WEATHER STRIP.—There is a good movement of felt weather strip and quotations on Frost King are $5.40 per dozen packages.

Electrical Goods Having Good Sale

London, Ont.

ELECTRIC GOODS.—The sales of electrical goods, such as grills, toasters, irons, heaters, etc., are proceeding briskly and merchants are making displays and pointing out the suitability of these Majestic at list less 27 per cent.

The Canadian Beauty line are quoted at list less 27 per cent. The Superior make at 25 per cent. off list and the Majestic at list less 27 per cent.

Snow Shoes Moving But Slowly

London, Ont.

SNOWSHOES.—The sales for snowshoes are not heavy yet although they are moving. Prices are as follows:

Boys, 10 in. x 33 in., 2.65 pair; ladies, 11 in. x 36 in., $3.75; men's, 12 in. x 42 in., $4.40; men's, 14 in. x 42 in., $4.85; men's, 16 in. x 42 in., $5.25.

Aluminum Ware Moving Well

London, Ont.

ALUMINUM WARE.—A very good demand is being experienced for aluminum ware at the present time. Prices are ruling firm without change.

Winnipeg Markets

WINNIPEG, Dec. 23.—With the exception of another decline in the price of linseed oil, of three cents per gallon there has been very little change in prices here this week. Square and hexagon nuts, both blank and tapped, have been revised, but the base price remains the same.

Black sheets are likely to be reduced in price, but there is little demand for same just now. Buyers are holding off and reductions do not tempt them. Bar iron and steel is easier and may be lowered in price shortly. Candle wick has been reduced in price. Business is falling off considerably and is undoubtedly due to the possibility of fluctuating markets. Collections are fair.

Plain and Tapped Nuts Revised in Price

Winnipeg.

NUTS.—Square and hexagon nuts tapped and plain have been revised and are costing a little more. Base price remains unchanged. Following are present prices:

	Square, Plain		Square, Tapped	
	Case lots	Less	Case lots	Less
¼ in.	$14 25	$18 25	$19 75	$20 75
5-16 in	16 75	17 75	18 95	19 95
⅜ in.	14 95	15 95	16 55	17 75
7-16 in.	14 35	15 35	15 75	16 75
½ in.	13 50	14 50	14 75	15 75
9-16 in.	13 35	14 35	14 45	15 45
⅝ in.	13 05	14 05	14 05	15 05
¾ in.	12 85	13 85	13 75	14 75
⅞ in.	12 75	13 75	13 65	14 65
1 in.	12 95	13 95	13 85	14 85
1⅛ in.	12 65	13 65	13 55	14 55
1¼ in.	12 65	13 65	13 55	14 55
1⅜ in.	12 75	13 75	13 75	14 75
1½ in.	13 05	14 05	14 15	15 15

	Hexagon, Plain		Hexagon, Tapped	
	Case lots	Less	Case lots	Less
¼ in.	$24 50	$25 50	$27 50	$28 50
5-16 in.	22 65	23 65	25 15	26 15
⅜ in.	18 65	19 65	20 75	21 75
7-16 in.	17 65	18 65	19 45	20 45
½ in.	16 00	17 00	17 60	18 60
9-16 in.	15 85	16 85	17 25	18 25
⅝ in.	15 15	16 15	16 35	17 35
¾ in.	14 65	15 65	15 75	16 75
⅞ in.	14 55	15 55	15 65	16 65
1 in.	14 40	15 40	15 50	16 50
1⅛ in.	14 40	15 40	15 50	16 50
1¼ in.	14 40	15 40	15 50	16 50
1⅜ in.	14 50	15 50	15 70	16 70
1½ in.	14 80	15 80	16 10	17 10

Linseed Oil Again Reduced in Price

Winnipeg.

LINSEED OIL.—The price has again been reduced on linseed oil and is now quoted at the following:

Raw	$1.37 per gal.
Boiled	1.40 per gal.

Turpentine Prices Show No Change

Winnipeg.

TURPENTINE.—There has been no change in the price of turpentine here during the past week and quotations are still $2.50 per imp. gallon, in one barrel lots.

Black Sheets May Be Lower

Winnipeg.

BLACK SHEETS.—There is not very much demand for black sheets at the present time and buyers are holding off and cannot be induced to buy even at reduced prices. The markets will probably remain quiet until after the first of the year when lower prices may be expected.

Following are present quotations:

Black Sheets—0 ga., $10; 12 ga., $10; 14 ga., $10; 16 ga., $10.35; 18-20 ga., $10.40; 22-24 ga., $10.45; 26 ga., $10.50; 28 ga., $10.65.

Pittsburgh Markets

PITTSBURGH, Dec. 23.—Production continues to decrease each week and many of the smaller independent mills are closed down entirely. On the other hand the Steel Corporation is reported to be operating to over 90 per cent. of its steel ingot capacity.

Shipments of steel pipe continue heavy and at the present rate stocks are expected to be cleaned up by about February 1. The market conditions of being two set prices remains, and the range is from $7 to $10 per net ton.

PITTSBURG, December 23.—There has been a still more impressive decrease in the operations of the independent steel interests. One large independent is reported to be operating only three of its twelve blast furnaces, with steel making departments slowed down almost as much. Not a few of the smaller mills are closed entirely. The operating rate for the independents as a whole probably does not average over 35 per cent. and the common prediction is that by the first week in January the independents will be down to practically nothing.

This condition does not indicate that steel consumption has ceased by any means, for the United States Steel Corporation, instead of making less steel than formerly, is making more. The corporation is operating 91 per cent. of its steel ingot capacity, against 88 per cent. two or three weeks ago. It is not on account of increased pressure upon it for deliveries that the corporation has lately increased its production, but because it can now do so. For more than a year the corporation has been endeavoring to produce all the steel possible, and lately, with the loosening up of the trade situation, it has better supplies of coal and coke whereby it has been enabled to blow in some blast furnaces that had been idle perforce.

When the Steel Corporation operates at 91 per cent. of capacity, which is approximately 23,000,000 gross tons a year, it is producing at the rate of 21,000,000 tons a year. During the first ten months of this year production by the industry as a whole averaged a rate of 42,000,000 tons a year, there being only relatively minor variations, in individual months, from this rate. Thus the Steel Corporation is now producing one-half as much steel as was formerly produced by the whole industry. Beyond question the consumption of steel has greatly decreased, and thus there is left little business for the independents. It is not a case of the Steel Corporation taking business away from the independents, but one of the corporation having previously booked the business, when the independents were charging high prices and buyers would patronize them only for early deliveries. Many consumers were buying both from the corporation and from independents and now, with reduced requirements, they can get along with their Steel Corporation deliveries.

There is an interesting aspect to this alignment. For years there has been a question whether or not the Steel Corporation is a "trust." In the suit of the Government, the Supreme Court decided in favor of the corporation, but by a narrow margin, and the matter was left in such shape that if the corporation should alter its policy there would be ground for re-opening the case. It has been quite a common view that the Steel Corporation should keep its proportion of the total capacity under 50 per cent. The corporation is on the safe side in that, for at the outside, its capacity, measured by steel ingots, is only 44 per cent. of the total. Obviously there can be no harm in the corporation making more steel than its "proportion" if it does so by letting the public have the steel at lower prices than the independents ask. Last year the corporation made 51 per cent. of the steel, instead of 44 per cent., this year there will be something of the same sort, and if present conditions continue any length of time the corporation will show a very high percentage of next year's production. Nobody could complain about that unless it would be the independents, and they would hardly be able to find a point of law on which to hang such a complaint.

Strip Steel Lower

The mills have made additional reductions in strip steel, following those of a fortnight ago. At that time the nominal prices were 5c for hot rolled and 8c for cold rolled, but the open market as shown by a few sales was half a cent less. The reduction was to 4c and 7c, respectively. The present reduction is to 3.30c for hot rolled and 6.25c for cold rolled. Strip steel had scored much heavier advances than other rolled steel products, except sheets, the reason no doubt being that the automobile industry played such a large part, and the automobile factories were quite reckless earlier in the year in bidding for steel. The new prices, however, are really in keeping with the general steel schedule. The 3.30c price for hot rolled strip steel is simply the standard price of 3.05c for hoops, plus an extra or advance of 25 cents per 100 pounds for the quality, including accuracy, surface finish and stamping quality. Under the war control there were two extras, one of 25 cents per 100 pounds, over the hoop and band base price of 3.50c for "stamping quality," and one of 50 cents for "deep stamping quality." Now no distinction is made, all hoops being regarded as "deep stamping," and the material is simply called hot rolled strip at 3.30c instead of 3.05c, base, plus 25c extra for stamping quality.

Steel Prices Steady

At various times recently the independent market on tin plate, bars, shapes, plates, wire products and sheets declined to the Steel Corporation level. Pipe did not decline, and has not declined to date, the independent list being $7 to $10 a ton above the Steel Corporation prices, these being on a list with

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Roofings and Building Papers Show Declines

But This Year's Advances Not Yet Wiped Out—Sheets and Bar Iron are Further Reduced

Among the price changes the special feature is the reduction being made in quotations on building papers and roofings. A decline in price of these commodities has been expected on account of the drop in prices of wool and felt rags. The decline on tarred felt represents approximately 10 per cent. while it advanced 30 per cent. during the present year and has been selling at three times the prewar price. Dry and tarred sheathings advanced during this year from 50 to 100 per cent. and the cost of building has been greatly enhanced by the increase in these lines.

Some Brass Goods Lower

A beginning has been made this week in the reduction of manufactured brass goods by lower quotations on some lines of valves, and it is expected that other brass and copper lines will shortly follow suit. Lead and lead products show further reductions and solders are lower than they were a year ago. In the primary market lead touched the lowest figure for several years and it is being marketed below present costs, it is stated.

Further recessions have been made in bar iron and steel prices and they are now but slightly over 10 per cent. above price of the first of the year. Pig iron prices have been stationary recently, but declines are expected early in the new year.

Sheets and plates are coming slowly down and the last to move have been galvanized sheets, which are now showing lower quotations.

Canada plate remains at a high figure and is from 70 to 80 per cent. above last year's price. Little change is expected in this line for a while.

Some reductions have been made recently in oils, and fuel oil after being over 100 per cent. above the price at which it started this year has been on the down grade and has been reduced another two cents this week. The present price of 16 cents, barrels, is still considerably above last January price of 9 cents.

Coal oil has started on the decline, but gasoline prices are keeping steady. Some lower prices are made on lubricating oils, which have advanced considerably in cost this season.

New Year Plans in Paint Department

Some Valuable Suggestions Based on Experiences of Past Year Can Best Be Adopted With Advent of 1921—Points of Service Which Some Merchants Have Developed to Advantage.

INVENTORY time is here, the best time of the year to make any readjustments which have been contemplated as the result of experiences in the past year. Many suggestions have been put forth in past issues of Hardware and Metal dealing with the improvement of the paint department, and some of these will be briefly noted herewith for the information of those who may wish to establish some of them at this time. The beginning of the new year is the best time to introduce such improvements, whether in the paint department or elsewhere, for everyone is in the spirit to make a fresh start and to get as long a lead early in the game as possible. Coming on spring the usual heavy season of paint selling will again be here, and any changes based on the experiences of last season can best be adopted now before that rush commences.

One of the first points emphasized early in the year was the importance of service, and it was shown how some dealers had cashed in with bigger paint sales by introducing new plans for improving the service to customers. It was early emphasized that paint departments could expect to get out of 1920 trade only in proportion to what they put into it in the way of extended service and conscientious interest. Some of the advice given by those in the trade early in the year will hold good equally well in the early months of 1921.

Regulate Credit

One of the important points was that of regulating credit. Starting with the new year, merchants were advised to give special attention to overdue paint accounts and bad risks so that they would be abolished as a continual source of worry. The following plan was suggested: Send a statement of bills overdue with the following remarks: "What would you do with this account if you were in our place? Will you kindly let us know?" The answer in many cases was a settlement of the claim or the delinquent called and made arrangements to settle it in the near future.

Adjusting Complaints

It was pointed out that complaints were part and parcel of any business no matter how perfect, and that as the dealer is in business to please the public the best plan is to make a satisfactory adjustment of complaints and thereby increase the good will of the customer. In connection with paint selling very often the complaint is not the fault of the goods but is on account of some weather condition, the fault of the brush or surface, etc. These are points which can be explained to the customer. Some dealers have followed the plan of keeping a card index of all complaints and giving these people a little special attention.

The question of clerks carrying on amateur debating contests with customers in the paint department, owing to the expression of contrary opinions, was pointed out as a practice to be discouraged, as such arguments are trade killers. A victory in an argument does not compensate for the loss of a sale.

Do Not Overlook the Housewife

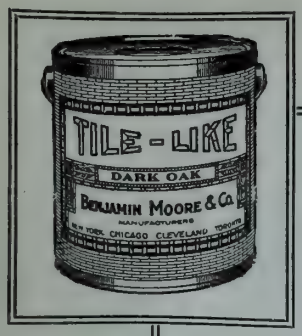
Paying due attention to paint trade through the medium of the housewife should not be overlooked as a number of merchants report an increase in the number of women shoppers. The basis of appeal in the display or advertisement should be altered somewhat in appealing to the housewife. She is, as a rule, more susceptible to suggestions having for their object the improvement of the home and can often be easily persuaded on this argument. Cans of varnish, small cans of enamel, brushes, furniture finishes, etc., can be shown effectively for this class of trade. A letter to the housewife drawing attention to the likely needs in the home at the particular season of the year has been adopted by some merchants with good results. The telephone has been used in some cases to follow up such letters.

Show Loss Through Depreciation

Among other suggestions advanced early this year was that of having something definite to point out to customers the loss through depreciation on property insufficiently protected with paint. The average customer depends to a great extent upon advice in buying paint or other finishes, and the merchant has a good opportunity to do some effective work due to this personal contact and the respect which is paid to his opinion.

The advisability of questioning paint customers as to their experience with the various finishes has been emphasized as a means of learning much about the particular line of paint handled. This plan gives the merchant an opportunity of getting much first hand knowledge which is useful in conducting his department.

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Sort Up for Spring Selling

You cannot have your spring stocks in shape too early. The first blade of green grass and the budding of the trees will bring customers to your store, preparing for spring renovating. The dealer with complete stocks of Moore's Paints and Varnishes will add many profitable sales to his spring business.

A Moore agency is a paying proposition, and will establish the reputation of your paint department.

A Postcard Will Bring Full Particulars.

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

"Save the surface and you save all" *Paint & Varnish*

If interested tear out this page and place with letters to be answered.

The Canadian Brush Industry

Some Interesting Details Concerning Brush Manufacture in Canada—Why Canadian Brushes Are the Equal of the Best to be Had.

THIS article is a continuation of the series describing various stages of manufacturing in the brush industry, based on a visit to the various departments of a Canadian factory:—

"In the case of the finest of hair brushes, the choicest quality of solid backs is selected and these backs are placed convenient to the operator of the machine. The machine automatically sorts the correct number of bristles to make a tuft for insertion in the hole of the brush. As the bristles come down, a wire passes over the middle and as the bristles are doubled a loop is formed. The next moment the wire is cut, fairly close to the curve, thus making a staple at which stage the operator guides the moving brush back so that the staple is driven into the centre of the hole. The accuracy with which women work upon these brushes requiring the strictest attention was an indication of their perfect vision and deft hands.

To witness this operation in the making of a brush is to be enlightened upon the progress of industry, for the machinery is really a remarkable thing. The same principle was seen embodied in numerous other machines of varying size throughout the factory. Huge, tough fibres were observed, treated in the same manner as the delicate bristles, with the exception that the wire was increased in size with the size of the fibre and back, until in the largest size the fibres were fastened with staples more than an inch in length.

The finishing of fine toilet brushes requires a great deal of skill, and the best goods receive as many as six coats of finishing material, besides being buffed and rebuffed until there is not the slightest blemish. The rooms where this work is done are very large, many lines require fourteen days in the finishing process. After finishing the brushes are given a careful inspection and each brush is then wrapped in tissue paper before being packed.

One of the most popular of all the styles turned out is the French ivory brush. Certainly nothing has been yet evolved for the dainty dressing table of milady nicer than those charming pieces of white and to those Canadians who have had an idea that the word "imported" meant superiority, the French ivory goods turned out in Canada would be an eye-opener.

With such articles of handsome design and splendid finish it hardly seems right to speak of the French ivory work done in Canada as an "industry." It is rather an art.

Every French ivory hair brush not only shows a beautiful grain, a graceful design and a polish that spells art, but in the workmanship on the brush portion reflects the best that is humanly possible. In the first place, the finest grades of bristles are used and these are fitted to the backs so as to produce the highest grade brush made.

The making of kalsomine brushes is very interesting. Here the bristles are weighed out in sufficient quantities for each brush. They are then arranged in metal ferrules by skilled workmen and cemented, after which they are taken to an automatic nailing machine where a row of small nails is driven thorugh the ferrule about 3-8 of an inch apart at the rate of 100 per minute. By another process cement is not necessary, and the brushes are turned out very rapidly.

MERCHANTS DISCUSS ACCESSORIES

(Continued from page 37)

his opinion, he thought, was education. He believes this can be done by wholesalers employing special accessory men, and by the retailer giving one man charge of the department and holding him responsible for results. He believes it is possible for the wholesalers' organization to put field men out calling on dealers for the purpose of showing them how to increase accessory business, giving them the sales points on standard articles, and teaching them how to make better displays of the line.

Probable Developments

Under the question of probable developments during 1921, another speaker said he noted a tendency toward conservatism, to eliminate duplicate lines and a tendency on the part of the jobber and retailer to want to know what to expect in prices and to ask for some assurance of protection in the form of price guarantees.

Another said that while the highly-advertised accessories are in a better position to maintain their prices than others, he notes some tendency to come off. He said manufacturers seem to realize the public is not willing to be gouged on prices and are willing to make sacrifices. He expects a big accessory business in 1921 and believes a wise buyer can make good money on off brands.

Conservative buying in 1921 is expected, according to another speaker. He says buyers have been too anxious for goods and have carried too many lines. He thinks duplications should be eliminated, and the manufacturer should endeavor to improve the quality of his products.

Manufacturers' Viewpoints

One manufacturer said he does not see how the declines that have been made in raw materials are sufficient to bring about declines in finished accessory products. He claims that the constant increase of transportation, packing, printing and all other selling costs have not come down and they justify present prices.

He pointed out that in arranging price schedules both the jobber and the retailer must be allowed fair margins in consideration of the services they perform for the manufacturer. He said the manufacturer must decide whether he wants to make quality or quantity and that his products should be gauged by their need, value and service.

Low Stocks May Be Dangerous

Another manufacturer talked on the present condition of stocks. He said the stock of the live dealer is in good condition. Some stocks, however, are too low while other distributors are overloaded. He pointed out that there is danger of reducing stocks to the point that will create such a shortage when the expected spring demand develops that it might cause another rise in prices.

"General Outlook for 1921"

W. D. Biggers, president of the American Hardware Manufacturers' Association, spoke as follows:—

"Do not allow an accumulation of unwieldy stocks. Turnovers, not leftovers, produce profit. The cleaning up process which we are undergoing is a wholesome one, and next spring when business opens up all dead stock should be eliminated.

"There is danger that some merchants will enter the next buying period with empty shelves. Increased deposits, resulting from efforts which are being made to reduce stocks may lower interest rates which will stimulate business.

"During the next twelve months the distributor needs to give special attention to three departments—sales, credit and advertising. This is a good time for co-operative competition. There is need of a buying movement. The prices of some goods have been reduced beyond the point of safety and there will be a shortage of goods when the buying movement starts."

Extend Electric Power in Brantford

Announcement is made by Chairman Wedlake of the Hydro-Electric Commission that the Commission is planning to duplicate its system here next year at a cost of $75,000. The plant now in use was constructed for 650 customers, and there are now 4,000 domestic consumers.



Combine Your Sales

Here are two articles that supplement each other and help each other's sales. When you sell a Boeckh Ideal Waxing Brush you know that your customer is also a prospect for a Boeckh Floor Broom.

A little skill, a little salesmanship, and you often multiply your sales and profits with the Boeckh line of "everything in brushes."

BOECKH'S

Ideal Waxing Brush and Standard Floor Brooms

are rich in good selling points. The Ideal Waxing Brush has a reversible polished handle equipped with a new socket feature that makes it noiseless—no clink, clank, when using the brush. The corners have heavy protectors for furniture; the equally distributed weight increases the polishing surface; an aluminum finish.

An important feature of Boeckh's Floor Brooms is the wide flare of bristles at the ends that makes them so dependable for getting into corners and out-of-the-way places. Ask for Catalogue 56.

Every Brush Guaranteed

The Boeckh Company, Ltd.

Toronto - Canada

Established 1856



If interested tear out this page and place with letters to be answered.

Convention of Imperial Varnish & Color Co. Staff

THE sales staff of the Imperial Varnish & Color Co. held their sixth annual sales convention last week in Toronto.

This Convention concluded what was said to have been one of the most successful years in the history of the company's business, and especially notable on account of the fact that the sales staff more than accomplished a sales objective, which they set for themselves five years ago.

Concurrent with the sales development it was pointed out that there has been a remarkable development in the productive capacity of the plant. This was especially true in the manufacture of dry colors.

In addition to setting a quota for the next year, which is twenty per cent. above the sales of the previous year, this company has adopted a very far-sighted policy in also setting a quota for accomplishment at the end of a five year period, and which will more than double their annual sales during the past year.

Besides the salesmen working out of the Toronto office, a full representation was present from Quebec, the Maritime Provinces and from the Western Provinces.

Mr. T. F. Monypenny, the vice-president and sales manager of the company, presided at the meeting throughout and was ably assisted by H. E. Mihell, manager of the sales promotion department, and G. C. McEwen, works manager.

A dinner was held for the staff at the Carls-Rite Hotel following which was a theatre party to the Royal Alexandra Theatre.

NEW YEAR PLAN

Continued from page 58

Treatment For Different Cases

Points which oftentimes come up in the business of the department have to do with the difference in treatment to be applied to houses in different locations. For instance, the difference between the treatment of a house standing alone in the country and exposed on all four sides as compared with the city house on a closely built street and which may be fully exposed on only two sides. The house standing alone in an open position will also have a different surface due to the force of the wind and the increased effect of the elements upon it. It will therefore call for special treatment in so far as painting is concerned.

In spring painting one of the main things to be avoided is painting over a surface which is not thoroughly dried out. If moisture is present and paint is applied the vapor coming out after exposure to the sun will loosen the paint and destroy its efficiency. Different kinds of wood require different treatment as well. Some woods have a large amount of water, extractives and mineral matter which repel paint. Such wood should be weathered well before paint is applied in order to harden the sap and eliminate the excess water.

Refer to Manufacturers for Advice

In giving advice concerning the application of paint to wooden houses the dealer should make enquiry as to the kind of wood to be used and if it is a kind with which he has had little experience it would be well to ask the advice of the manufacturers of the paint handled. Porous and spongy places in all woods should be given special application of primer, and the exposed parts should be given more attention than those that are protected.

Get Customer to Examine Property

Getting the customer to make a definite examination of his property with a view to establishing whether or not its condition justifies further protection is an important point. Too many property owners are inclined to neglect such an examination and never think of having such work done until the necessity makes itself very apparent, at which time it is often found that depreciation has been much greater than it should have been. Getting the property owner more intimate with the needs of his property and getting him to periodically conduct such an examination will do much toward conservation of buildings and help the paint trade. A discussion along these lines can often be promoted by the dealer himself going over to the customer's house and closely examining the property. He will thus have first-hand knowledge of the conditions which warrant further paint protection and the true extent of the necessity may surprise the property owner when it is so brought to his attention.

This is a brief review of some of the important points outlined early this year and if any resolutions were made by merchants at the time they read these suggestions this will serve to brush up their memory. Don't forget that now is the best time to put plans into effect for the improvement of the paint department next year.

New Factory for Corning Glass Works

The Southern Division of the Corning Glass Works at Kingsport, Tennessee, is now in operation. This plant is No. 4 and will be an exclusive Pyrex factory. The new addition is said to represent an investment of over a million dollars and will employ from 250 to 300 men. Model houses have been bought for the accomodation of employees.

Belgian Glass Industry

Having been one of the national sources of wealth before the war, the glass industry has helped greatly in the general resumption of business in Belgium following the war.

In 1913, Belgium exported 40,559,441 kilos of plate glass valued at 30,465,967 francs, and 205,561,684 kilos of ordinary window glass valued at 47,279,187 francs. Exports of manufactured glass products in 1919 amounted to 123,842,117 francs. In December, 1919, resumption had reached 81 per cent. of pre-war activity, with 59 glass-making establishments employing 22,785 men as compared with 28,149 before the war. The cost of manufacture has greatly increased, being now about six times what it was in 1914. Prices of raw materials have tripled and then quadrupled, while the price of labor has gone up 150 per cent or more. Lack of coal hindered output for a time, but there is now prospect of being able to light more furnaces.

The demand for plate and window glass has been extraordinary. While orders have been received from all over the world, France has taken a considerable portion of the window glass for use in the devastated regions, and the United States has bought a large amount of plate glass and sought more. The market for plate glass remains good, but that for window glass has been affected recently by the price-cutting wave and notably by competition from glass factories in Japan.

Canada's Building Trade

Canada's building record for the month of November shows construction contracts awarded in all the cities, towns, villages and rural districts total $15,399,200, as compared with $18,169,500, and $16,995,200 in November, 1919.

The total for the eleven months of 1920 is $246,859,000, compared with $181,131,900 during the corresponding months of 1919, and $94,562,400 in 1918, an increase of 36.3 per cent. over 1919, and 161.1 per cent. over 1918.

In Ontario the contracts for November amounted to $3,902,800, as compared with $10,154,800 in October, and $7,481,100 in November, 1919.

For the eleven months of 1920 the total is $106,135,500 compared with $82,431,900 during the corresponding months of 1919, and $31,983,000 in 1918, being an increase of 28.7 per cent. over 1919, and 231.4 per cent. over 1918.



The Luxeberry Painter Says:

"I have made hundreds of friends and permanent customers among home-builders and house-owners by telling them about Berry Brothers' Varnishes. Their use creates for me a permanent and always increasing volume of business."

The cordial endorsement of the painter is one of the reasons why Berry products are so easy to sell.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Fife Hardware Co., Fort William, Ont.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance, Ltd., Winnipeg, Man., and Regina, Sask.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

SAVE THE SURFACE AND YOU SAVE ALL

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONTARIO

260

Hardware and Metal is the only paper in Canada giving a weekly market service on hardware, metals, paints, varnishes and other lines allied with the hardware trade.

Hardware and Metal is the only hardware publication in Canada with circulation audited by the Audit Bureau of Circulations.

Hardware and Metal is the only weekly hardware paper in Canada.

Willow Clothes Baskets

3 Popular Sizes

ORDER NOW

Walter Woods & Co.

Hamilton and Winnipeg

If interested tear out this page and place with letters to be unswered.

Weekly Paint Markets

Montreal

MONTREAL, Dec. 23.—Turpentine prices are a little easier this week and though little is moving a reduction has been made in price.

Linseed oil is unchanged and reports from the flax seed market indicate firmness.

White lead is quieter and changes are expected later on when present high priced stocks are disposed of.

Paint business is quiet and will be so until after the holiday season, when the travellers start out again.

Turpentine Is Steadier; Price Unchanged

Montreal.

TURPENTINE.— Business continues quiet and there has been no change in the movement of turpentine since last reported. Price is again a little easier and is quoted as follows:

Turpentine—	Imp. Gal.	
Single barrels	1 40	1 55
Small lots	1 50	1 65
(Packages extra)		

Linseed Oil Remains Unchanged

Montreal.

LINSEED OIL.—The flax market continues to be firm and prices on linseed oil are unchanged. Business is quiet, though this is usual at this season.

Raw—	Imp. Gal.	
1 to 4 barrels	1 15	1 33
Boiled—		
1 to 2 barrels	1 17½	1 35½
3 to 4 barrels	....	....
5 to 10 barrels	....	....

Putty Reported Moving Slowly Now

Montreal.

PUTTY. — Putty is now moving quite slowly, which is due to the approaching holiday season. Whiting remains firm in price and there is little prospect for further declines in putty in the near future.

Commercial Putty	5 tons	1 ton	ton
Bulk barrels, 800 lbs.	$6 00	$6 25	$6 60
Bulk drums, 100 lbs.	7 00	7 25	7 60
Do., or tins, loose, 25 lbs.	7 25	7 50	7 85
Bulk tins, cased 25 lbs.	8 00	8 25	8 60
Bulk drums or tins, loose 12½ lbs.	7 50	7 75	8 10
Bulk tins, cased 12½ lbs.	8 25	8 50	8 85
Bladder barrels, 400 lbs.	8 25	8 50	8 85
Do., cases, 100 lbs.	8 50	8 75	9 40
Tins, 1 lb.	10 60	10 85	11 20

Standard Putty, 10c per 100 lbs. advance over above prices.

Pure Linseed Oil Putty, $2.50 per 100 lbs. advance over above prices.

Terms: 2% 15 days or net 60 days, f.o.b. Montreal or Ottawa.

White Lead Situation Remains Unchanged

Montreal.

WHITE LEAD IN OIL.—There has been no further change in price on white lead in oil. There have been violent fluctuations and the market continues very uncertain. There have been offers of lead at considerably below cost of production, but buyers are not placing orders, and consequently business is extremely quiet, though as a matter of fact this is the rule from November to January. It is expected that business will be good in the early part of the year when the high priced stocks will be worked off and prices will be adjusted on the basis of costs and raw materials purchased at that time.

Toronto

TORONTO, Dec. 23.—Turpentine prices are lower by ten cents per gallon this week, in face of a rise in the exchange rates. Markets have been easier, but there is said to be very little business being done. Linseed oil is holding unchanged.

There is no change to report in white lead in oil, or in putty. Both are seasonably quiet at present. Glass is also quiet without change.

Business in prepared paints and varnishes are slower, but with most of the travellers off the road until after the first of the year this is only to be expected.

Some manufacturers report bookings for next season as being very satisfactory and are optimistic regarding the opening of next year's business.

White Lead in Oil Shows Less Demand

Toronto.

WHITE LEAD IN OIL.—Quotations on white lead in oil are holding firm at prices quoted last week. No further change is anticipated. The pig lead market is reported firmer in London, but easier in New York, and prices there are 31½ per cent. less than they were at this time last year, with white lead in oil about 5 per cent. higher. While it takes some time for the process of corroding lead, a continued low price in primary markets should have the effect of making an easier situation in white lead prices. The demand is less active. Present prices are the following:

White Lead—Pure, tons, $18.20, less, $18.55 per 100 lbs.; Elephant, genuine, tons, $18.70, less $19.05 per 100 lbs.

Putty Still Sells; Prices Unchanged

Toronto.

PUTTY.—There is no change to report in putty, the price holding unchanged and there is no indication that there will be any alteration at present. The demand is lighter, but a fair amount of business is reported. Quotations are as follows:

PUTTY—	Per 100 lbs.
Standard in 100-lb. drums	8 05
Do., 25-lb. irons	8 30
Do., bladders in bbls.	9 30
Do., less quantities	9 55
Pure, in 100-lb. drums	10 55
Do., 25-lb. irons	10 80
Do., bladders in bbls.	11 80

Sales Quieter on Paints and Varnishes

Toronto.

PREPARED PAINTS.—There is a quieter time in paint and varnish at present and most of the travellers are off the road. In some quarters the bookings for next season are reported as being satisfactory, while others state that despite the announcement by the trade that present prices are guaranteed until July 1 next, there is a certain hesitancy on the part of many merchants to place their orders for next spring's requirements. The present has been a good business year in the paint trade and there is an optimistic feeling as regards next year's demand.

Paint Brush Prices Likely to Keep Up

Toronto.

PAINT BRUSHES.—Business is a little quieter in this line at present, but good bookings are reported by the brush manufacturers, and they are looking forward to increased business next season. It is stated that there does not appear to be much hope for lower prices in paint brushes. All the items which enter into the cost continue high; and bristles, lumber, metal, freight rates, wages, etc., show no signs of reduction. Bristles have to be bought ahead, and as far as can be seen prices of same show no inclination to recede. In the opinion of one manufacturer the present famine in China will possibly create a further shortage in the bristle market, as it is likely that many hogs



Good Morning!

What a Jolly Christmas We All Had

Now!

LET'S get the little Agate Family to work and make ready your customers' homes for the New Year's Visitors.

There is Lots of Business

this coming week, only it's up to YOU. The little Agate Family is on the job. Your encouraging suggestions will start them moving.

A. Ramsay & Son Company

The All-Canadian Manufacturers of Paints and Varnishes since 1842

Montreal

Toronto **Winnipeg** **Vancouver**

DISTRIBUTORS :

EDMONTON DISTRICT—Revillon Wholesale Limited, Edmonton
CALGARY DISTRICT—The McDonald-Baker Co., 818 8th Ave. W., Calgary
NOVA SCOTIA—James Simmonds, Limited, Halifax, N.S.

"Save the surface and you save all" *Paint & Varnish*

If interested tear out this page and place with letters to be answered.

will be slaughtered off. It is possible, however, that another year may see supplies coming again from Poland and Russia, and this should help to improve conditions.

Window Glass Sales Show Falling Off

Toronto.

GLASS.—The demand for window glass is reported to be much quieter, and sales are stated to be below normal. While some supplies of Belgian glass have been coming forward these have practically ceased for the season with the closing of navigation in the St. Lawrence. The rise in exchange rates will affect the supplies coming from the States, but jobbers state that there is very little moving just now. Retailers and jobbers are keeping their stocks as low as possible prior to taking inventories. There has been no change in quotations and 30 per cent. is still quoted off case lots.

Turpentine Shows Decline of Ten Cents

Toronto.

TURPENTINE.—A decline of ten cents per gallon has been made in turpentine prices this week, and new quotation is $1.55 per gallon. In the face of the increase in the rate of exchange there was an expectation that a higher price would prevail, but an easier tone on Savannah markets is responsible for a reduction in quotations. There is very little business being done in turpentine at the present time, and this condition may last well into the new year, it is thought. Present quotations are the following:

Turpentine—	Per Imp. Gal.
1 barrel lots	1 55
2 to 4 barrel lots	1 54
5 gal. lots	1 70

Linseed Oil Prices Hold Without Change

Toronto.

LINSEED OIL.—There has been no change in prices of linseed oil since last market reports and there is said to be little new to report. Business is very quiet at the present time and not so much interest is being shown as at other times of the year. Not much change is expected until after the new year when the demand picks up again. The reports from the Argentine indicate an easier tone, but what effect it will have on Canadian markets is uncertain just now. Present quotations are the following:

	Raw	Boiled
1 to 2 barrels, gal.	1 17	1 20
3 to 5 barrels, gal.	1 16	1 19
6 to 9 barrels, gal.	1 14	1 17

Substantial Growth of Canadian Rubber Goods Industry

SUBSTANTIAL growth in Canada's rubber industry, particularly in the manufacture of tires, is shown in the report of the Dominion Bureau of Statistics for 1919. The operations of thirty-two plants are covered, whereas in 1915 there were only fifteen plants. The value of these products has increased from $14,393,181 in 1915 to $36,651,640 in 1919, the latter figure representing rubber goods only, not including rubber footwear, which amounted to another $19,351,794.

The rubber goods department of the industry is largely centered in Ontario. Eighteen rubber goods plants are located in Ontario, and three rubber goods plants in Quebec. There is one rubber goods plant in British Columbia. The distribution of capital invested by Provinces is $27,706,575 in rubber goods in Ontario, while there is $859,767 in Quebec Province. In the rubber goods industry ther were 14,573,261 pounds of raw rubber and 3,650,411 pounds of reclaimed rubber used, valued respectively at $6,221,362 and $652,734. The cost of canvas exceeded that of the rubber. There was 5,578,602 yards of canvas used, valued at $7,650,727.

The selling value of the principal products at the factory or works is given in condensed form as follows for the rubber goods industry:

Products	Quantity	Value
Automobile tires, casings, all sizes	1,293,007	$23,298,673
Rubber tubes, all sizes	1,117,913	2,872,487
Rubber tires, solid, all sizes	158,781	510,942
Motorcycle tires	8,586	74,131
Motorcycle tubes	8,717	12,396
Bicycle tires	185,613	244,521
Bicycle tubes	234,679	277,656
Rubber belting	.....	751,713
Rubber hose	.....	713,473
Cement, rubber	.....	756,970
Elastic webbing	.....	286,573
Total value of products		$36,651,640

PITTSBURGH MARKETS

Continued from Page 57

a basing discount of 57½ per cent. As the independent pipe mills have been receiving lately a few cancellations and a great many postponements or suspensions they will probably have to drop within a short time.

In the commodities in which the independent market has declined to the Steel Corporation level, no important shading has as yet appeared, although it is a common expectation that in due course some of the independents will cut the corporation prices. There is, of course, some quoting by western mills that technically represent price cutting, but the common view of this is that it is simply an ignoring of the "Pittsburg base," mills naming delivered prices that represent less than the regular Pittsburgh price, plus rail freight from Pittsburgh to destination, but a higher net price f. o. b. the mill than the Pittsburgh price. Particularly with the advanced freight rates in effect since August 26 there is a natural disposition, when orders are scarce, for the removed mills to ignore the Pittsburgh base.

The pig iron market remains stagnant. Nominal prices remain: Bessemer, 35c; basic, $33; foundry, $35, f.o.b. valley furnaces, freight to Pittsburgh being $1.96. There is no incentive to furnaces to reduce these prices as there is no inquiry, hence no opportunity for competition. Next month will probably see some declines, possibly to $30 for basic and foundry and $32 for Bessemer, but there may not be enough furnaces in blast for any actual reductions to occur. Only a third or a fourth of the valley merchant furnaces are now in blast, and these may not stay in.

While furnaces in general have been indisposed to contract for Connellsville coke for the half year, feeling that they do not know whether they are going to run and that the coke operators are not yet down to their lowest terms, a fair amount of business has gone through in the past week or two, involving perhaps 75,000 tons a month, but of course on a "requirement" basis, so that if the furnaces do not run they are under no obligations. All the business was closed on a ratio of 5 to 1 against basic pig iron at valley furnaces. If basic iron, now $33, is $30, something not at all improbable, the coke will be invoiced at $6 month by month until there is a change in pig iron. The contracts generally have a minimum below which coke cannot go, irrespective of pig iron, and some at least provide for a stiffer ratio in case pig iron advances above a certain point.

Spot coke is $5.50 to $6 for furnace, and $7 to $7.50 for foundry, per net ton at ovens, Connellsville region, though some particularly well known brands of foundry coke command more. Three important producers of foundry coke are quoting on first half contracts $10, $9 and $8.50, respectively, but none of them is booking any business of consequence.

The Xmas present seeker gets bewildered—show how you help such shoppers by an entry in HARDWARE AND METAL XMAS WINDOW CONTEST.

GLIDDEN

EVERYWHERE ON EVERYTHING

It's Floorette!



Meet little Miss Floorette. Learn to know her as well as the good floor varnish she represents — Glidden Floor Varnish.

With Floorette guarding the floor the kiddies can have the run of the house, and the floors and other furniture will stand the hard wear. Glidden Floor Varnish—Floorette—is made to have a good time on. It is made to last as well as to beautify.

Like all Glidden products, Floorette will find ready acceptance among your customers. The well-known Glidden name and green label have already won the confidence of the public and make the selling of Glidden products easy. Write to-day for dealer proposition.

THE GLIDDEN COMPANY, Ltd.
Toronto, Ont.

Branches at Montreal and Winnipeg

"Save the surface and you save all" Paint & Varnish

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps	.....	.....	$ 7.00
22 Short	.....	$10.00	10.70
22 S. Mush	.....	.....	11.50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16.00
22 L.D. do.	.....	.....	18.70
22 L. Rifle.	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	.....
32/30	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition—Discount 87½%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2	$ .25	Group 3	$ .50
Group 4	.75	Group 5	1.00
Group 6	1.25	Group 7	1.75
Group 8	2.25	Group 9	2.75
Group 10	3.25		

Axes, Bench, 45% off list.

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 15%.
Standard Quality, 15/10%.
Side Lace Leather, lb., $2.00.
Cut Lace Leather, lb., $2.40-$2.75.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16	$ 6.00	13/16	$12.00
4/16	6.00	10/16	14.00
5/16	5.00	20/16	14.00
6/16	5.00	21/16	16.00
7/16	5.00	22/16	16.00
8/16	5.00	23/16	18.00
9/16	6.00	24/16	18.00
10/16	6.00	25/16	21.00
14/16	8.25	29/16	27.00
15/16	9.50	30/16	27.00
16/16	9.50	31/10	30.00
17/16	12.00	32/16	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz.	$14 00

BOARDS, SLEEVE—

No. 3 dozen	$7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$3 00
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	6 50
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	3 00
Royal Globe	6 00
Solid Back Globe	7 25
Standard Globe	6 00
Surprise	....
Supreme Zinc	6 50
Western King (enamel)	9 50

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅝ in. dia. and smaller, 6 in. and shorter, net list.

Carriage Bolts ($1 list), ⅝ in. dia. and longer lengths, list plus 10%.

Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.

Machine Bolts, ⅝ in. dia. and smaller, 4 in. and shorter, 10%.

Machine Bolts, ⅝ in. dia. and smaller, longer lengths, list plus 10%.

Machine Bolts, 7-16 in. dia. and larger, list plus 10%.

Sleigh Shoe Bolts, all sizes, list plus 10%.

Coach and Lag Screws, 15%.

Square Head Blank Bolts, list plus 10%.

Bolt Ends, list plus 10%.

Plow Bolts, 1, 2, 3 heads, net list.

Plow Bolts, others, list plus 20%.

Elevator Bolts, large heaad, list plus 10%.

Elevator Bolts, corrugated heads, 20%.

Fancy Head Bolts, list plus 10%.

Shaft Bolts ($3 list), list plus 10%.

Step Bolts, large head ($3 list), list plus 10%.

Whiffletree Bolts, list plus 10%.

Nuts, 2 in., and smaller, square Blank, add to list $2.25.

Nuts, 2 in. and smaller, square Tapped, add to list $2.75.

Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.

Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.

Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb. 11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
base, Montreal	0 30
Do., Toronto	0 32
Rods, base ½ to 1 in., round, Montreal	0 25
Do., Toronto	0 29
Tubing, seamless, base, Montreal	0 35
Do., Toronto	0 39

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS

Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 12½%
No. 808	add 10%
No. 804	add 7½%
Nos. 802, 842, 844	add 25%
No. 810	add 57½%
No. 814	add 62½%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Quotations withdrawn. Prices on application.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $80; No. 1, $36; No. 2, $42; No. 3, $58.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12.25 to $13.50; No. 1, $12.25 to $13.50; No. 2, $13.35 to $15; No. 3, $14.35 to $16.50; No. 4, $16.40 to $19.50; No. 5, $19.50 to $22.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning each	1 90
Lookout	2 35
Sleepmeter	2 50

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1	14 40
No. 2	19 00
No. 3	14 40
No. 4	15 00
No. 5	18 00
No. 6	21 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal. Toronto, London.

COBBLER SETS

Common, per set	$1 38

CLOTHES LINE REELS

	Doz. net
No. 3	$23 75
No. 3½	26 25
No. 4	33 75

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.	$24 00	$.....
¼ in.	21 70	.....
5-16 in.	18 20	19 40
⅜ in.	13 85	16.55
7-16 in.	13 50	16 15
½ in.	13 15	15 75
⅝ in.	12 60	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$22 30	.....
3-16 in.	18 65	24 45
¼ in.	17 25	22 55
5-16 in.	14 85	18 80
⅜ in.	12 20	.....
7-16 in.	11 85	.....
½ in.	11 50	.....
⅝ in.	11 05	.....
¾ in.	10 80	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 40%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 8 or Dominion, $2.50 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 36	0 37
Soft sheets, plain, 16 oz. and heavier, lb.	0 38	0 40
Plain Tinned, 16 oz. and heavier, lb.	0 42	....
Polished and Tinned, 16 oz. and heavier, lb.	0 46	0 50
Tubing, lb.	0 44	0 42

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$0 70
No. 7, lb.	0 69
Nos. 8, 9, 10, 12	0 68

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $11.50 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz. .....
2 ft. 10 in., doz. .....
3 ft. x 7, doz. .....

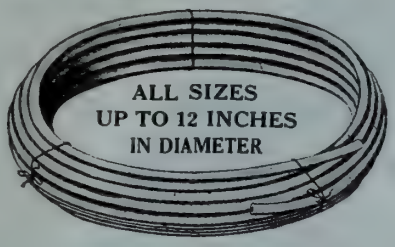
Prices withdrawn

DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank List each.

⅛	$0.45	19/32	$1.20
5/32	.45	⅝	1.30
3/16	.50	21/32	1.40
7/32	.55	11/16	1.50
¼	.60	23/32	1.60
9/32	.65	¾	1.70
5/16	.70	25/32	1.80
11/32	.75	13/16	1.90
⅜	.80	27/32	2.00
13/32	.85	⅞	2.10

LEAD PIPE



SHEET LEAD

ANY WEIGHT. EIGHT FEET WIDE. ANY LENGTH.



THE CANADA METAL CO., LIMITED, TORONTO



QUALITY *SERVICE*

THE BON LIMITED CHANDELIERS OUR LIGHTS SHINE EVERYWHERE MANTELS - GRATES & TILES

Barton-Netting Co.

LIMITED

9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

THE CREDIT MAN

of a manufacturing or commercial concern must know now the financial standing of the firms to whom his company extends credit. He has his Dun or Bradstreet.

The Purchasing Agent or the buyers of various departments must be convinced that the goods delivered are as represented in both weight and quality. They have their scales and testing apparatus.

The Advertising Man must know that the circulation claims of the papers with which he does business are justified by the facts. He has the reports of the Audit Bureau of Circulations.

Good firms invite investigation of their rating or their merchandise.

Good papers furnish A. B. C. reports to their advertisers.

Hardware and Metal is a member of the Audit Bureau of Circulation.

If interested tear out this page and place with letters to be answered.

DRILLS—Continued.

1/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10 50
5/32	3 50	½	13 00
3/16	4.00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 27½ to 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer	60
Nov. 1, 1899	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net; Malleable bushings, 10%; cast bushings, 17½%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 15% off list; couplings, 4 in., and under, 20%; 4½ and larger, net.

Class—	Black	Galv.
A	0 70	0 80
B	0 30	0 40
C	0 20	0 30

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4 in. and under	50%	50%
4½ in. and larger	40%	40%

4 in. and under, running thread, 20%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Under 40 lbs.	$5 50
40-100 lbs., 2 in to 3 in. face	5 00
Bi-Treadle, each	9 75
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$11.55
No. 33	11 95
No. 2½	13 65
No. 3	14 30

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.	
Black, rope tie, 1 in.	
Black, rope tie, 1¼ in.	
No tie, 1 in.	
No tie, 1¼ in.	

HALTERS, ROPE

Sisal, 7-16 in.	
Do., 9-16 in.	
Jute, 7-16 in.	
Do., 9-16 in.	

HAMMERS, NAIL

	Doz.
No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$28 25
3-4½ lbs.	25 00
5 lbs. and over	20 00
Masons, 2-2½ lbs.	31 50
3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over	$20 00

HAMMERS, MACHINIST

No. 30, 1-lb.	$14 00
No. 30, 1¼-lb.	15 00

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR List

Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00

HATCHETS, LATHING

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60	$15 75

HATCHETS, CLAW

No. 7	$7 35
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London

HEATERS, ELECTRIC

Glower Heater	12 00
Heatray Heater	14 00

Discount, 22% to 27%.

Majestic, 1 Burner	$11 50
Majestic, 2 Burner	17 50

Discount 27½%.

Universal	18 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, SPRING

No. 200, per doz.	$2 50

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $11 50 $12 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	8 00	....
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$8 25	$8 50
Long heel light iron	3-7	8 25	....
Medium iron	1-8	8 25	8 50
Heavy iron	6-8	8 25	....
Snow	1-6	8 50	8 75
New-light "XL" steel	1-6	8 70	8 95
Featherweight "XL" steel	0-4	10 10	....
Special-countersunk	0-4	10 60	....
Toe-weight (front only)	1-4	11 10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CALKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$21 00
Corrugated, ⅝ in., 100 ft.	24 00
Corrugated, ¾ in.	28 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

24 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS (SAD)

Potts, No. 55, pol., per set	$2 45
Potts, No. 250, n.p., per set	2 55
Potts handles, japd., doz.	2 27
Common, No. 1, 4 and 5 lbs.	18 50
Do., 6 lbs. and up	16 50

F.o.b. Montreal, Toronto, Hamilton, London.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 48
Shelf Lock, 4 to 8 ft. only	0 36
Faultless, 10, 12 and 14 ft.	0 56

Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 40
Three section extension	0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short or Long Globe, plain or japd.	15 00
Dash, plain	18 75
Do., Japd.	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES—

Cold Blast, Short or Long	
1 doz. cases	$1 85 doz.
3 doz. cases	1 65 doz.
6 doz. cases	1 60 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz

Steel Thumb, No. 2	$2 70
Steel Thumb, No. 3	3 50
Steel Thumb No. 4	5 25
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING) List each

Dowswell	12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century Electric	160 09
Playtime, engine drive	27 00
Ideal Power	28 00
Seafoam, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00

	List, each
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	27 50
Beaver, power	28 50
Connor, vacuum	27 50
Patroit	23 75
Jubilee	12 50
Canada First	23 75

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS

Cutter, doz.	$14.25
Pick, doz.	14.25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS Doz. Net

Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	6 30
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 35 3 35
Crank wringing	$ 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	15%
Woodyatt	10%
Empress	15%
Mayflower	25%
Ontario Daisy	15%
Star	10%
Brockville K	Net
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0 10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $6.25 base; Toronto, $6.25.

F.o.b. Montreal, $6.40 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail prices.

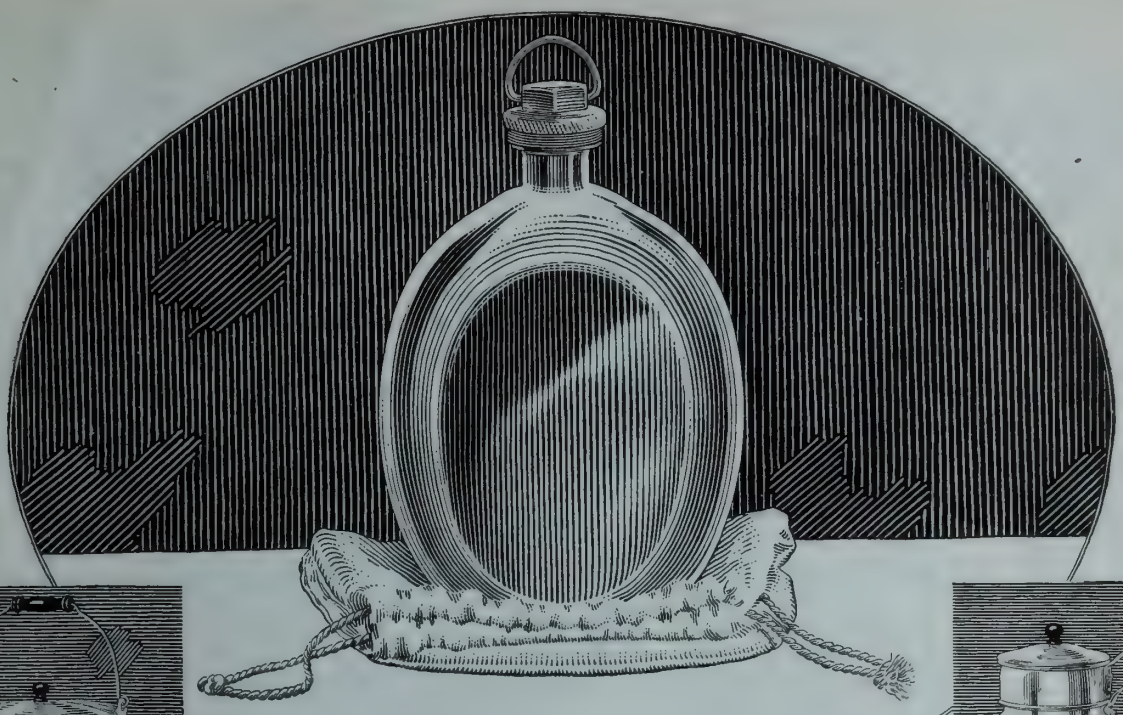
Miscellaneous wire nails, 65% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

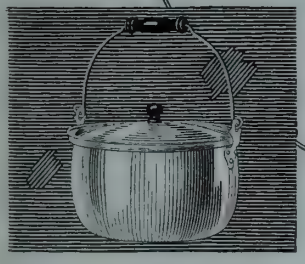
NAILS, CUT

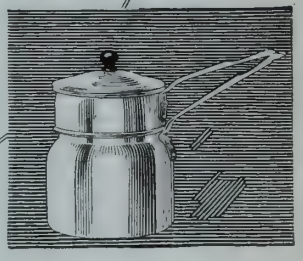
Montreal, $6.90; London, $7.50 base; Toronto, $7.35.

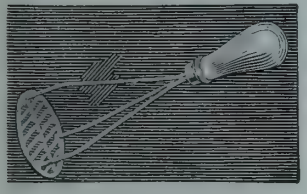
Roofing Nails — American, large head, keg, $11; 25-lb. boxes, per 100 lbs., $12.

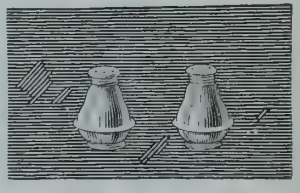
F.o.b. Montreal, Toronto, Hamilton.



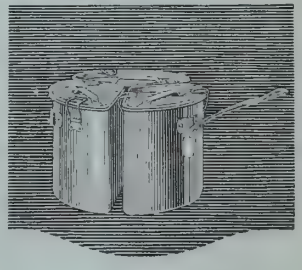












A·G·M·CO.
VIKO
ALUMINUM

Order Your Viko Hot Water Bottles Now

Winter brings a big increase in not water bottle sales. You can get a share of this business. Stock, and display, the Viko Hot Water Bottle. It is not only an aid to cold weather comfort, but is invaluable in the sick room. Each bottle comes with flannel jacket.

The Viko bottle is but one of dozens of items in the Viko line of aluminum ware—a line known everywhere as a leader. Viko utensils are of improved design, sturdily constructed of thick sheet aluminum, and retail profitably at a popular price. For dealer proposition—

Ask Your Jobber

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wisconsin, U. S. A.
Makers of Everything in Aluminum

VIKO

The Popular Aluminum

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Lengths	Net Price List Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, plus 10%.

1-in. mesh, plus 10%.

American netting, 1-in. mesh, add 10%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	20 40
U.S. Navy	21 60
Plumbers' (spun)	9 50

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal.	0 28
Palacine, gal.	0 31
Gasoline, net, gal.	0 42

Above prices net.

	Gallon
Black oil (summer)	0 26.6
Black oil (winter)	0 27.1
Capital, cylinder	0 98.1
Machine oil, regular grades	0 58.6
Imperial gas engine oil	0 62.6
Paraffine	0 39.6

List, less 15% on above.

Imperial Kerosene, tractor	1 50

List less 25%.

Polarine Oil, list	1 50
Polarine Oil, heavy, list	1 50
Polarine A, list	1 50

List, less 25%.

Gargoyle Mobiloil E and Arctic	1 60
Gargoyle Mobiloil, B	1 95
Gargoyle Mobiloil, BB	1 90
Gargoyle, Mobiloil A	1 80

List, less 15% on above.

Fuel oil, bbls., net	0 16
Do., tank cars, net	0 14

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 20
Coarse jute	0 14
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch.	1 85	1 85
Do., No. 2, Anchor	1 50	1 50
Dry Fibre No. 2, Elephant	....	1 50
Tarred Fibre, No. 1 Anchor	1 95	1 95
Do., No. 2, Anchor	1 70	1 70
Elephant Brand, tarred, No. 2	....	1 70
Surprise Fibre	1 55	1 55
Stag Sheathing	1 55	1 55
Cyclone, dry	1 85	1 85
Cyclone (tarred)	1 95	1 95
Joliette Sheathing	1 50	1 50
Do., tarred	1 70	1 70
	Per 100 lbs.	
Monarch Sheathing, white	10	50
Do., gray	9	75
Straw Sheathing, heavy, dry	8	05
Spruce Sheathing, 36" and 72" wide	11	75
Asbestos Sheathing	13	50
Carpet Felt	9	00
Tarred Felt, 7, 10 and 16 oz.	6	05

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	12 50	13 00
6 to 7 lbs., doz.	13 50	14 00
Rock—		
7 lbs.	14 50	13 50
8 lbs.	14 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	$2 10
4 gross (cartons), 4-in.	2 10
Spring, 2 grs. box	2 00

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 46, July 26, 1920.

Standard Buttweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 31	7 41	5 91	8 01
⅜ in.	5 31	7 41	5 91	8 01
½ in.	7 10	8 63	7 95	9 48
¾ in.	8 80	10 87	9 95	12 02
1 in.	13 01	16 07	14 71	17 77
1¼ in.	17 60	21 74	19 90	24 04
1½ in.	21 04	25 99	23 79	28 74
2 in.	28 31	34 97	32 01	38 67
2½ in.	44 75	55 28	....	....
3 in.	58 52	72 29	....	....
3½ in.	74 06	90 62	....	....
4 in.	87 75	107 37	....	....

Standard Lapweld Pipe

Per 100 feet.

	Steel Blk.	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$32 01	$38 67	$35 71	$42 37
2½ in.	48 26	58 79	54 11	64 64
3 in.	63 11	76 88	70 76	84 53
3½ in.	75 90	92 46	85 10	101 66
4 in.	89 93	109 55	100 83	120 45
4½ in.	1 05	1 29	1 30	1 54
5 in.	1 22	1 50	1 52	1 80
6 in.	1 58	1 95	1 97	2 33
7 in.	2 06	2 53	2 53	3 01
8L in.	2 16	2 66	2 66	3 16
8 in.	2 49	3 07	3 07	3 64
9 in.	2 98	3 67	3 67	4 36
10L in.	2 77	3 41	3 41	4 05
10 in.	3 56	4 39	4 39	5 21

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)	Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00	
3 in., in 10-ft. lengths, list.	9 70	
4 in., in 10-ft. lengths, list.	12 80	
5 in., in 10-ft. lengths, list.	17 50	
6 in., in 10-ft. lengths, list.	21 30	

Add 25% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in. ....Net

Medium and extra heavy pipe, 2, 3, 5 and 6 ....Plus 10%

Medium and extra heavy fittings, 2 to 6 inch 20%

8 inch pipe and fittings...Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH	
Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 50

F.o.b. Montreal, Toronto

PLANTERS, CORN	
King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA		
Prices nominal,	Montreal	Toronto
Do., 60 sheets	13 25	....
Ordinary, 52 sheets	$13 00	....

PLATES, COKE, TIN

Prices only nominal

	Tor.	Mont.
	Per box	
IC, 20x28, 112 sheets	....	25 00
IX, 20x28, 112 sheets	....	28 00
IXX, 20x28, 112 sheets	....	31 00
IXXX, 20x28, 56 sheets	....	16 00

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE (Prices nominal)

IC, 20x28, 112 sheets $24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00
Net.	
Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 80	$4 50
No. 3	4 20	5 20
No. 4	5 00	5 65
		Each
No. 70		7 75
No. 80		10 00

PUMPS, REDWING			
No. 0	$7 50	No. 4	$12 75
No. 1	8 25	No. 5	15 25
No. 2	9 25	No. 6	18 00
No. 3	11 00	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, add 15%; burrs, add 50%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING	Per square Toronto
Samson, 1-ply, roll	$3 00
Samson, 2-ply, roll	3 50
Samson, 3-ply, roll	4 10

	Mont.	Toronto
Everlastic, 1 ply	$2 30	$2 30
Everlastic, 2 ply	2 85	2 85
Everlastic, 3 ply	3 35	3 35
Panamoid, 1 ply	2 20	2 15
Panamoid, 2 ply	2 70	2 65
Panamoid, 3 ply	3 20	3 10
Red Star, 2 ply	2 33	2 38
Red Star, 3 ply	2 75	2 80
Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.		0 60
In ½ bbls., per gal.		0 65
In 5s and 10s		0 70
1 gal. cans, per doz.		9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 29½
Beaver Manila basis	0 23
New Zealand hemp basis	0 23
Sisal basis	0 21

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 21
Double lath yarn	0 21½
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.	
Cotton, ⅛ in.	0 62
Do., 5-32 in.	0 61
Do., 3-16 in.	0 58
Do., ¼ in. and up	0 57

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—	Each
263—50 ft. Challenge, Steel	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 35
	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	3 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES	Scale List	Stamping extra
Champion—		
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75

Discount 5%.

600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50

Discount 10/5%.

Champion, even balance 5% discount; standard scales, discount, 10 and 5% off list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%



Painters and Householders

Are Both Big Buyers of

TRADE SIMMS SET IN RUBBER MARK

PAINT AND VARNISH BRUSHES

Your paint brush sales are not limited to your painter customers. Every householder has some small painting or varnishing jobs that he does himself.

The Painter KNOWS that SIMMS are the best brushes for painting and varnishing, and he knows the right brush for each job.

The average householder does not know which is the correct brush for his job, and you can advise him.

There is a SIMMS brush for every need. Insure yourself the good will of your customer by recommending the correct one. A satisfied customer means repeat orders. **SELL HIM A SIMMS.**

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes for 54 Years.

ST. JOHN, N.B.

Branches: Montreal Toronto London

If interested tear out this page and place with letters to be answered.

SCREWS, IRON BENCH, No. 14

1 in.	$16 70
1⅛ in.	24 25
1½ in.	25 25

SCYTHES

	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

SNATHS

	Doz.
00 Patent	$18 10
1 loop	17 40
2 loops	16 65
3 loops	15 20
Bush	18 55

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	...	
26 gauge	...	
24 gauge	...	
22 gauge	...	
20 gauge	...	
18 and 20 ga.		

Prices only nominal.
F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Dowswell, doz. $50 40

STAPLES (Fence—Galvanized)

Bright	$6 65
Galvd.	7 65

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$25 50
Perfection, No. 33, 3-burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30% off list.

McClary Glass Front Oven
No. 70, each, net 6 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ..... Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.
Hot Blast ..... Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b. b.	$ 62 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	47 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b	58 00
Grand Rapids, jap., cyco b.b.	52 00
Parlor Queen, nick., cyco b.b	64 00
Princess, nick., cyco b.b.	60 00
Standard, jap. fittings	48 00
Universal, Jap., cyco bear.	50 00
Universal, nick., cyco bear.	66 00

F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, nickeled	$124 00
Household, japanned	110 00
Superba, nickeled	140 00

SWINGS, Ontario $10 00

TACKS

	Discount
Wire Tacks	60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.	60 and 15%
Double-pointed tacks	65-10%
Shoe findings	Net list

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 80
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 84
Upright, with rack	6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST			
Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per doz en net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On ments less than 5 dozen F.O.B. factory only.

F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)
O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	add 25% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz.	$3 35
Jump, No. 1	3 50
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE, BINDER

	per ft.
500 feet	$0 17¾
550 feet	0 19¼
600 feet	0 20¾
650 feet	0 21¾

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	$0 60
Cones, 3-ply, lb.	0 50
Do., 4-ply, lb.	0 53

VALVES AND COCKS

Compression work—Standard	25%
High grade	24%
Fuller work—Standard	30%
Basin cocks, No. 0—Standard. Nos. 1 and 2	25% 23%
Bath Cocks—Compression	25%
Flatway stop and waste cocks, Standard	25%
Roundway stop and waste cocks Standard	32%
Brass steam cocks, stand. add	10%
Radiator valves—Standard	15%
Do., removable seat	10%
Globe, angle and check valves, standard	add 5%
Gate or Straightway	Net
Jenkins Gate Valve	10%
Standard Gate	list plus 5%
Jenkins Globe	list plus 20%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 72	0 90
1½	0 78	1 40
2	1 10	1 75

Penberthy Brass Valves

Gate Valves	Net list
Regrinding Valves	Plus 7½%
Swing Check Valves	Plus 15%
Compodisk Valves	Plus 7½%

WARES, ETC.
Britannic, advance 65%
Scotch Grey Ware, 40%
Colonial, 5%
Imperial Ware, 5%
Pearl, 5%
Premier, list, plus 30%
Canada Ware, list, plus 30%
Crescent, 40%
Diamond, plus 30%
White Ware, 20/10%
Japanned Ware, list, plus 33 1-3%
Japd. Ware, White, list, plus 45%
Plain and Japanned Sprinklers, list plus 33 1-3%
Stamped Ware, plain, 35%
Stamped Ware, retinned, 20/10%
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 70%
Milk Can Trimmings, list, plus 90%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus 66 2-3%
Pieced Ware, ordinary, list, plus 75%
Pieced Tinware, C.B., list, plus 90%
Fry Pans, Acme, list, plus 5%
Fry Pans, Quick Meal, plus 50%
Spiders, steel, plus 50%
Fire Shovels, japanned, list, plus 60%
Steel Sinks, galv'zd, list, plus 50%
Steel Sinks, painted, list, plus 50%
Light Galv. Pails and Tubs, list plus, 60%
Heavy Galv. Pails and Tubs, list plus 50%
Hollow Ware, add 40%
Garbage Pails, list, plus 45%
Jap. Coal Hods, list, plus 80%
Galv. Coal Hods, list, plus 90%
Paper Lined Boards, 10%
Wood-lined Boards, list, plus 10%
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 60%
Copper Tea and Coffee Pots, list, plus 60%
Stove and other Pipe, list, plus 100%
Stove Pipe Elbows, black and galv., list, plus, 66 2-3%.
Stove Pipe Thimbles, 40%
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $12.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs.	$5 10	$6 00	$7 00
Section, ½ lb., per 100 lbs.	5 50	6 60	7 00
Solid, 3 to 30 lbs., per cwt.	5 00	5 40	6 00

WHEELBARROWS

Navvy, steel wheel, doz.	$105 00
Garden Steel, doz.	78 75
Light Garden, doz.	85 00

F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

Gauge	Price extra
Heavier than No. 0-8	Base
No. 9	0 10
No. 10	0 15
No. 11	0 20
No. 12	0 30
No. 13	0 50
No. 14	0 60
No. 15	0 85
No. 16	1 30
Annealing, extra	0 25
Coppering, extra	0 75-0 90
Bright base	6 00
Annealed base	6 25

Galvanized price on application.
Prices subject to change without notice and distinctly nominal.
Coil springs on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 25c; spring wire, $1.50; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 30c.

Stovepipe Wire

No. 18	$10 00
No. 19	10 50

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount 40%. Canadian pattern: 40% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E	$115 00
Dom. Bench, No. 541EB	174 00
Favorite, No. 511E	105 00
Favorite, No. 512	112 00
Royal Canadian	94 00
Favorite, No. 514	138 00
Ottawa, No. 231E	105 00
Ottawa Bench, No. 341EB	162 00
Challenge, No. 311E	95 00
Warranty	115 00
Bicycle,	95 00
Eze	102 00
Rapid	92 00
Eureka	64 00

Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, Lon-

MADE IN
PREMIER
CANADA

MR. JOBBER!

If you can't ship orders for Galvanized Sheets from your stock, ship from ours.

We ship direct to your customer at no extra cost to either.

Our stock is well assorted—all gauges and sizes.

Prices are lower—Service is better.

Keep your inventory down by using our big stock.

DOMINION SHEET METAL CORPORATION LIMITED
HAMILTON CANADA

If interested tear out this page and place with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	22-23
Chrome green, pure	50-56
Chrome yellow	30-45
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	32-35
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ochre, 100-lb. keg	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 70
Golden ochre, pure	0 35
French spruce ochre, pure	0 30
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 45
Duralite	7 50
B-H "White" Enamel	9 00
C.P. Co. Albagloss	6 30
C.D. Master Painters'	8 20
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 00
Invincible	7 50
Hillcrest	7 00

GLUE	Per lb.
English, sheet	36-45
White pigsfoot	-50
Cake bone, 112-lb. bags	36-45
Hides, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS Per 100 ft.	Single Thick	Double Thick
Under 26	$19 90	$22 90
26 to 34	20 80	24 85
35 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 65
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 30%; London, 30%; Montreal 25%.
Cut size sheet glass, 40/10% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, 12½c ½-lb. pkge. F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 40c. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$17 75	$18 20
Champion, Pure	17 75	18 20
Crown Diamond, Pure	17 75	18 20
Green Seal	17 75	18 20
Ramsay's Pure	17 75	18 20
Moore's Pure	17 75	18 20
Tiger, Pure	17 75	18 20
O.P.W. Dec. Pure	17 75	18 20
Red Seal	17 75	18 20
O.P.W. English	18 00	18 25
Elephant Genuine	18 25	18 70

B. B. Genuine Lead, less than tons, Montreal, $20.75; Toronto, $21.25.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$15 50
Genuine, 100-lb. casks	16 50
Less quantity	17 00
Genuine Eng. casks	16 50

F.o.b. Montreal, Toronto.

Lead (red in oil)	
25s	0 34½
10s	0 35
5s	0 36
1s	0 39½
½s	0 43½

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Casks, per cwt.	$17 00
Smaller quantities, per lb.	0 20

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.50

F.o.b. Montreal, Toronto

OILS—

Fly, Creonoid—	
Barrels, per gal.	0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case	9 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant white	$4 95
Sanitone, white	3 85
Sanitone, colors	3 75
C.P. Co., pure, white	5 05
C. P. Co., pure, colors	4 80
B.-H. English, colors	4 80
B.-H. English, white	5 05
B.-H. Fresconette, white	3 85
B.-H. Fresconette, colors	3 75
B.-H. Floor	4 20
B.-H. Porch Floor	4 80
Crown Diamond, white	4 80
Crown Diamond, colors	4 55
Crown Diamond, floor	4 20
Crown Diamond, porch	4 50
Do., Flat Wall Tone, white	3 85
Do., colors	3 75
Moore's House Colors, white	5 00
Moore's House Colors, colors	4 80
Moore's Preservo Paint, white	3 95
Do., colors	3 75
Moore's Floor Paint	3 90
Moore's Sani-Flat	3 85
Moore's Porch and Deck Paint	5 00
I.V. Elastica, white	4 45
I.V. Elastica, colors	4 20
I.V. Flatine, Int. wall, white	3 85
I.V. Flatine, Int. Wall, colors	3 75
Jamieson's Crown Anchor	4 55
O.P.W. Canada Brand, white	4 80
O.P.W. Canada Brand, colors	4 50
O.P.W. Canada Brand, floor	4 20
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	4 90
Ramsay's Pure, colors	4 65
Ramsay's floor	4 20
Glidden's white	5 05
Glidden's colors	4 80
Martin-Seniour, 100%, white	5 05
Martin-Senour, 100%, colors	4 80
Martin-Senour, Porch Paint	4 80
Martin-Senour, Neutone, white	3 85
Martin-Senour, Neutone, colors	3 75
Martin-Senour's Floor Paint	4 20
Sherwin-Williams, white	5 05
Sherwin-Williams, colors	4 80
Sherwin-Williams, floor	4 20
Sherwin-Williams, porch paint	4 80
Flat Tone, white	3 85
Flat Tone, colors	3 75
Lowe Bros., H.S., white	5 05
Lowe Bros., H.S., color	4 80
Lowe Bros., hard drying floor	4 20
Mellotone, white	3 80
Mellotone, colors	3 75
Maple Leaf, white	5 05
Maple Leaf, colors	4 80
Maple Leaf, floor	4 45
Pearcy's Prepared, colors	4 50
Pearcy's Prepared, white	4 75
Pearcy's Prepared, floor	4 25

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	10 75	10 75
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 95	$1 95
Crates 12 doz., 8 oz.	1 70	1 70
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal.	0 75	0 75
1s (case 12 gals.)	9 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Halif-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots)	Per lb.
In barrels, about 600 lbs.	0 62
In kegs, about 250 lbs.	0 62½
In 50 lb. and 10 0lb. drums	0 63
In 25 lb. drums	0 64
In 1-lb. packets	0 65
In ½-lb. packets	0 68
In 1 lb. tins	0 68
In ½ lb. tins	0 70

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$8 00
Less, per lb.	0 11

SHELLAC

	Pure white	Pure orange
Per bbl.	$7 75	7 00
Gal. jugs	7 00	6 50

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Coal Tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	4 00
Solvo	3 60
Varn-off	3 25

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$2 30
O.P.W.	1 60
Anchor	1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 28
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 60
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 00
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 52
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 95
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 18½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
Perfecto	7 50	8 50
Perfecto	7 50	8 00
Muresco	8 80	9 90
C. D. Wall Coating, white		9 60
Do., colors		9 60

WASTE

Cream, Polishing	$0 26

WHITE

XXX	0 21½	XXX	0 23
XX	0 19½	XX, grad	0 21½
X	0 18½	XLCR	0 20
XC	0 17½	X Empire	0 18½
		X Press.	0 16½

COLORED

No. 8	0 11	Fancy	0 18
No. 1	0 15	Lion	0 16
No. 7	0 14	Standard	0 14
No. 1A	0 13	Popular	0 12
No. 1B	0 12	Keen	0 10

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

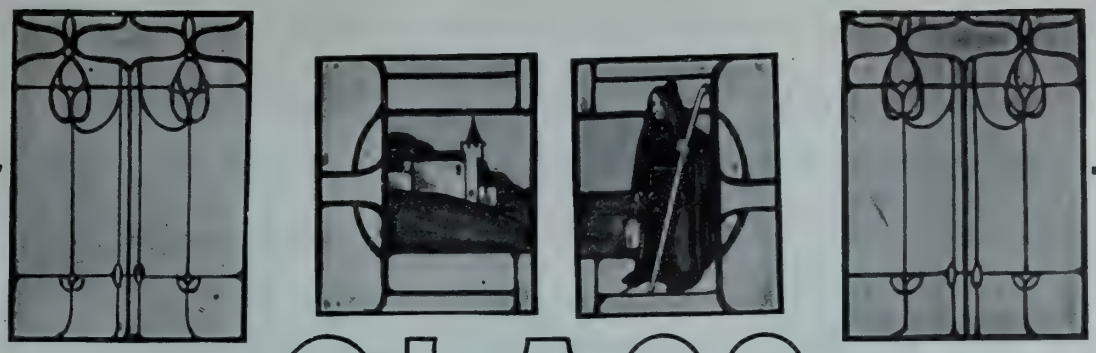
WHITING

Gilders, bolted, in bbls.	3 25

Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal
In five gallons	$3 15
Methylated Spirits	1 90-2 55

F.o.b. Montreal, Toronto, London



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

6-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS—WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

CATALOGUES AND PRICE LISTS FREE ON APPLICATION—WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

Window S RED Glass

Also Plate, Figured, Bent, and Ornamental Glass

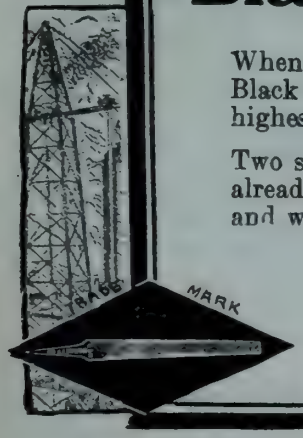
Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.



Established 1863

Black Diamond File Works

G. & H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Rose ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Amunition, 33 1-3%; U.M.C., 37½% off Dominion List.

Dominion Amunition — Discount 40% off Dominion List.

ANVILS

Peter Wright, 60 to 69 lbs., 31c a lb.; 70 to 79 lbs., 30c; 80 lbs. and over, 29c.

Farriers Clip Horn, 30c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ..... 40% on list

Gilmour ..... 10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $7.30 base. Round and square over 2 in., up to and including 3 in., and flats over 1 in. x 4 in. up to 6 in. wide, $6.80 base. Rounds over 3 in. to 6 in., $7.30 base.

base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $12.50 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double" list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft. $56 50

BOILERS, RANGE

30-gal., each 15 00

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, 10% adv.; over 6 inch 20% adv.; 7-16 inch and larger, 20% adv.; machine, ⅜ and under up t 4 inch, net list; over 4 inch, 20% adv.; 7-16 and over, 20% adv.; machine set screws, 25%; plough bolts, 10% adv.; stove bolts, 45%; shaft bolts, 25% on; tire bolts, 25%; sleigh shoe bolts, 20% adv.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CARPET FELT

	Per 100 lbs.
16 oz.	5 50
20 oz.	7 00

CHAIN

Coil,, Elec. Weld, 3-16 in., $20.25; ¼ in., $18.85; 5-16 in., $16.30; ⅜ in., $13.55; 7-16 in., $13.20; ½ in., $12.85; 9-16 in., $12.85; ⅝ in., $12.35; ¾ in., $12.15.

B.B. Short Link—3-16 in., $15.95; 7-16 in., $15.60; ½ in., $15.25; 9-16 in., $15.25; ⅝ in., $14.45; ¾ in., $15.25; ⅞ in., $13.85; 1 in., $13.50.

Logging—¼ in., $21.25; 5-16 in., $18.70; ⅜ in., $15.95; 7-16 in., $15.60; ½ in., $15.25.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.85; B, per doz., $2.15; Rochester plain top, per doz., $2.70.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power—No. 0, $14.03; No. 1, $14.03; No. 2, $15.30; No. 3, $16.58; No. 4, $21.68.

Hand—No. 0, $11.48; No. 1, $11.48; No. 2, $12.75; No. 3, $14.03; No. 4, $16.58.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1 ..... $10 88

Hand, Newmarket 3 60

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Sleepmeter	2 75

CLOTHES LINE WIRE Doz.

50 foot $4 50

100 foot 8 00

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ..... $0 90 lb.

DRILLS

See Eastern list.

Bit stock discount 40%

Blacksmiths' ½ inch shank... 25%

Straight shank 25%

Do., wire 25%

Taper shank 25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.88; 10 in., $8.55; 12 in., $9.90; 15 in., $13.95.

Conductor pipe, 2 in., per 100 ft., $9.45; 3 in., $11.48; 4 in., $15.63; 5 in., $20.35.

ENAMELWARE

See Wares.

FILES

Globe ..... Discount 50%

Nicholson Gen..... Discount 20%

FITTINGS—Malleable

Class A	50%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	5%
Nipples, 4 in. and under ...	45%

FRY PANS Each

Cast iron, No. 8.....	$1 05
No. 9.....	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.....	$18 60	$24 75
26 to 40-in.....	20 30	24 75
41 to 50 in.....	21 85	25 00
51 to 60-in.....	22 85	28 75
61 to 70-in.....	24 55	30 45

GLASS (Plate)

Net list.

GLOBES, LANTERN Doz

Cold Blast	$1 75
Short	1 75
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $8.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS— Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face Doz.

No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.....	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$18 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.60; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

Heavy Tee—4-in., $2.15; 5-in., $2.60; 6-in., $2.95; 8-in., $3.30; 10-in., $5.80; 12-in., $8.25.

Heavy Strap—4-in., $2.40; 5-in., $3; 6-in., $3.25; 8-in., $4.35; 10-in., $7.45; 12-in., $9.

Screw and Strap—6-in., $4.80; 8-in., $4.80; 10-in., $6.40 ;12-in., $7; 14-in., $7.60; 16-in., $9.60; 18-in., $11.

HORSESHOES

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

		Per 100 ft	
		3-ply	Multiped
½	in.	$13 50	$21 00
⅝	in.	15 50	.....
¾	in.	17 50	28 00

IRON, GALVANIZED

	Apollo and Fleur de Lis	Premier Lis
10¾ oz. or 28 Eng.		$13 80
28 Am. or 26 Eng.		13 45
26 Am. or 26 Eng.		12 80
24		12 65
22		12 65
18 and 20		12 50
16		12 35

IRONS, SAD

Common Sad Iron, 6 and over, 16½c per lb; 4 and 5 lbs., 21c per lb.

Mrs. Potts' No. 55, set..... $2 90

Mrs. Potts' No. 50, set..... 3 05

Mrs. Potts' common sad iron handles, $2.78 dozen. Mrs. Potts' improved, $3.75 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.85; 5 ft., $2.15; 6 ft., $2.55; 7 ft., $3; 8 ft., $3.50; 10 ft., $4.75.

LADDERS, EXTENSION

20 to 32 ft., per ft., 37½c; 36 to 40, 41c.

LANTERNS

Cold Blast

No. 2, Japd.	16 50
No. 2, Coppd.	19 25
No. 2, plain	15 75
Short Globe, doz.	15 75

LATCHES—THUMB, STEEL

	Doz
102	$2 63
103	2 78
104	3 15
Barn Door	
5	3 45
8	3 90
9	5 65

LEAD PIPE, $13.86.

LEAD WASTE, $14.76.

WHITE LEAD

Decorators' pure, 100-lb. tins. $19.35.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$ 9 00
New Century	16 30
Canadian	9 00

MATTOCKS

Pick, $15.25; cutter, $15.26.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$ 12 00		$12 75
Empress	14 25		15 00
Daisy	8 75		9 50
Star	7 40		7 85
K—3-blade	7 25	7 60	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire, f.o.b. Fort William, $6.65 base; Winnipeg, $7.35. Cut, f.o.b. Winnipeg, $8.15.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	.....	.....	$7 75
No. 5	$5 25	$7 00	6 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

NETTING—POULTRY

1 in. mesh x 24 in.....	$6 65
30 in.....	8 95
36 in.....	10 50

Stephens
REGISTERED TRADE MARK

Economy *Durability*



Barn Paint

Permanence *Spreading*

"Save the surface and you save all" *Paint & Varnish*

The Four Cardinal Points

of the many selling features of **STEPHENS** Barn Paint are shown above. The farmer to-day is not only painting to save the material but he wants his buildings to reflect credit on him.

The modern farmer is efficient and successful, and determined to have his buildings look efficient. He wants **STEPHENS** Barn Paint because it is reasonable in cost, durable under weather attacks, permanent in color and spreads easily, covering well. It stamps the barn owner as an alert, progressive farmer. There are many other selling points that help to close your sales.

An agency will pay you—Ask about it.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg - Calgary - Edmonton

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NUTS
Square, small lots, blank, $5.25, tapped, $5.75 advance on list; Hexagon, small lots, blank, $5.50; tapped, $6.00 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	7 75

OILS—	Gallon
Kerosene	0 34
Gasoline	0 47
Black (summer)	0 36
Black (winter)	0 36½
Imperial kerosene tractor	1 35
Capital cylinder	1 00½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 35
Polarine A	1 85
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 53
Do., heavy	1 58
French C, medoum	0 85
French A, heavy	1 20
Transmission, No. 1	0 75
Steam cylinder, No. 650C	1 10
Volunteer, reg. gas engine	0 60
Century caster machine	0 55
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED
(1 gallon can basis)

	Per gal.
Stephens' white	$5 20
Stephens' colors	4 95
Stephens' floor	4 15
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	5 20
Lion colors	4 95
H.D. floor	4 35
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's White	5 05
Do., colors	4 80
Dultone, White	4 00
Do., colors	3 90

PAPER, BUILDING

Dry Fibre, No. 1	$1 65
Sunrise	1 50
Anchor, tarred	1 85
O.K. tarred	1 85
Tarred Felt	6 75

PICKS, CLAY
5-6 lb., $12.25 doz.; 6-7 lb., $13.25 doz.; 7-8 lb., $14.25 doz.

PIPE, WROUGHT

Per 100 ft. Blk.	Buttweld, Blk.	Steel Galv.
⅛ in.	$ 6 21	$ 8 69
¼ in.	5 94	8 28
⅜ in.	6 12	8 46
½ in.	8 24	9 95
¾ in.	10 22	12 51
1 in.	15 08	18 50
1¼ in.	20 43	25 02
1½ in.	24 48	29 93
2 in.	32 94	40 28
2½ in.	53 33	65 39
3 in.	70 07	86 40
3½ in.	88 20	107 10
4 in.	104 40	126 90
4½ in.	124 20	152 10
5 in.	144 90	177 30
6 in.	188 10	229 50

PLASTER PARIS, per bbl. $6 00

PLATES, CANADA
18 x 21, per box, ordinary, $13.25; 18 x 24, ordinary, $18.25; 20 x 28, ordinary, $13.50.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 35
No. 158, gal. 5" wheel	6 15

PUMP OILERS, GENUINE CANNON
No. 351, $18.50 doz.; No. 353, $21 doz.; No. 355, $2.50 doz.

PUMPS
Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$8 20
25-lb. irons, per cwt.	8 80
1½-lb. tins	0 16

RIVETS AND BURRS
Iron rivets, 20%; copper, No. 8, 64c; No. 10, 69c; No. 12, 74c.

ROPE
British Manila—9-16 in., ¼ in., 5-16 in., 28¼c; ⅜ in., 27¾c; 7-16 in., ½ in., 9-16 in., 27½c; ⅝ in., 26¾c; ¾ and larger, 26¼c.
Pure Manila — ¼ in., 5-16 in., 35¼c; ⅜ in., 34¾c; 7-16 in., ½ in., 34¼c; ⅝ in., 33¾c; ¾ and larger, 33¼c.
Sisal—¼ in., 5-16 in., 25¾c; ⅜ in., 25¼c; 7-16 in., ½ in., 9-16 in., 24¾c; ⅝ in., 24¼c; ¾ and larger, 23¾c.
Lath yarn, 23¾c.
Lath yarn, 24¼c.
Cotton Rope—3-16 in., 70c; ¼ in. and up, 69c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 41	$ 7 10	$0 43	$ 7 88
½	0 43	7 55	0 43	7 88
1	0 48	8 55	0 45	8 35
1½	0 52	9 95	0 50	9 45
2	0 58	11 50	0 60	11 00
2½	0 75	13 25	0 80	14 65
3	0 85	15 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 60%; flat head, 62½%; oval head, 60%; round head, 47½%; flat head brass, 50%; coach, 35%.
Set Screws, 15%.

SCYTHES—	Doz.
Bramble	$
Bush	20 50
Excelsior	
Cast	20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — CARPET
See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	148 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 43c to 44c.

SPIKES — BOAT
Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, $6.90, Fort William, $7.60 Winnipeg; galvanized staples, $6.55 Fort William. .... Winnipeg.

STEEL
Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $7.30 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.55 base. Round and square, over 2 in. and including 3 in., flat over ¼ and up to 6 in. wide, $6.80 base; round over 3 in. to 6 in., $7.30 base. Band steel, $6.55 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 65% list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME—	Victor Doz.	H.& N. Doz.	Jumn Doz.
No. 0	$2 40	$....	$...
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE
See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply, cones	$0 60
Cotton, 3-ply, balls	0 62
Cotton, 4-ply, cones	0 68
Cotton, 4-ply, balls	0 70

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—
Scotch Grey Graniteware.
Colonial Imperial, Pearl, list plus 2½% advance.
Premier, Canada, Diamond, plus 40%
Whitewear, 22½% off.
Japanned Ware, list, plus 45%
Japanned Ware, white, list plus 57½%
Japanned Sprinklers, list plus 45%.
Stamped Ware, plain, 20-10-2½% discount.
Stamped Ware, retinned, 15-5-5%
Pieced Tinware, ordinary, list plus 90%
Pieced Tinware, copper bottoms, list plus 105%
Sheetiron Ware, list plus 72½%.
Light Galvanized Pails, plus 72½%
Tubs—
Light, plus 72½%
Heavy, 62½%
Pails and Tubs, plus 72½%
Jap. Coal Hods, list plus 92½%
Galvanized Coal Hods, list plus 102½%

WASHERS—

Size	Case lots	Less
3/16 in.	$22 50	$23 00
¼ in.	19 80	20 30
5/16 in.	18 60	19 10
⅜ in.	17 25	17 75
7/16 in.	16 20	16 70
½ in.	15 60	16 10
9/16 in.	15 45	15 95
⅝ in.	15 30	15 80
¾ in.	15 15	15 65
⅞ in.	15 00	15 50
1 in.	15 00	15 50
1⅛ in.	15 00	15 50
1¼ in.	15 30	15 80
1⅜ in.	15 30	15 80

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB
Lyman, 4-point, $6.35 Winnipeg; Glidden Cattle, 2-pt., $6.15 Winnipeg; Baker, 2-pt., $6.05 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring plain, Winnipeg, No. 9, $6.80; No 12, $7.05.
Patented screen in 100-ft. rolls $3.56 per 100 sq. ft.; in 50-foot rolls, $3.50 per 100 sq. ft.

WIRE — PLAIN
Bale ties, 14-gauge, single loop $8.65 Winnipeg, $8.00 Fort William
Brass snare wire, per lb., 90c.

WIRE — ANNEALED
No. 9, $7.70; No. 10, $7.75; No 12, $7.90; No. 14, $8.20; No. 15, $8.45; No. 16, $8.90 per 100 lbs.

WRENCHES — NUT

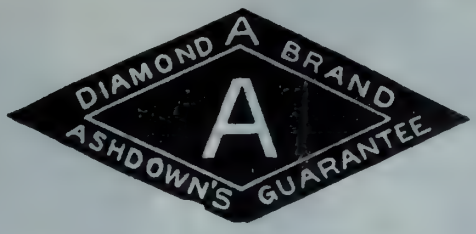
Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	
12 inch	
15 inch	
18 inch	

WRENCHES—PIPE
Trimo—27½% off list.
Stillson—20% off list.

Always Ready	— Dozen— Black	N. P.
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WRINGERS, CLOTHES	Doz
Universal	$49 50
New Eze	82 50
Regent	75 00

The Trade Mark behind the "Hardware House of Quality"



The Largest Wholesale Hardware Dealers in Canada

Diamond "A" Brand Hardware

Satisfaction is positively assured to all users of Diamond "A" Hardware. The quality is unequalled, the workmanship the best, the finish is exceptionally fine and the Ashdown Guarantee is back of every article branded Diamond "A."

Satisfied customers become friends. When you sell Diamond "A" Brand Hardware you extend the circle of your friendship. Fifty-one years of successful merchandising behind the Diamond "A" Trademark.

The name "Ashdown" is a household word for good hardware and efficient service.

Below are enumerated some of the goods that are branded with the Diamond "A" Trademark:

Mechanics' Tools
Washing Machines
Wringers
Stoves and Ranges
Harvest Tools
Water Supply Systems
Electric Light Plants
Lead Pencils
Churns
Cutlery
and many other lines

The J. H. Ashdown Hardware Co., Limited
Winnipeg, Canada

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

North Star Oil & Refining Company LIMITED

WILLIAM PENN MOTOR OIL

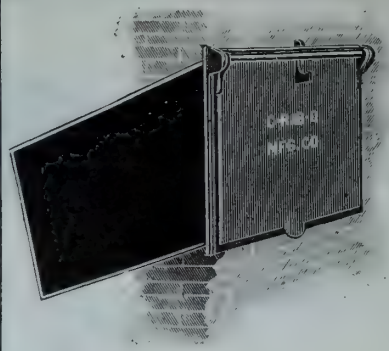
"High as the Stars in Quality"

Red Star Gasoline

★

Family Safety Coal Oil

Head Office
WINNIPEG
Branches throughout the West



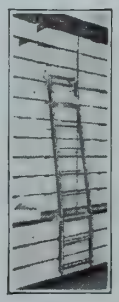
O-Rib-O
Square Coal Chute

Our wind- and water-proof Square Coal Chute, shown here, is fitted with a self-locking device. The door is made with a flange that fits over the rim of the frame. Serviceable, safe and sound. With walls under 12" thick, use No. 1 or No. 4. Over 12", No. 2 or No. 5.

Write for more details.

O-Rib-O Manufacturing Co.
Winnipeg, Manitoba

MILBRADT LADDERS



are made in many styles and to fit all kinds of Shelving. They are made to order.

Write to J. H. Ashdown Hardware Co., Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 E. 13th Street
ST. PAUL, MINN., U.S.A.

Arnett Silent - Salesmen

are built to accommodate effective displays.

Walk into an Arnettized Store and see how your attention is attracted by the appearance of the Silent Salesman. Let our experts arrange your store for more sales.

Our illustrated catalog will show you the range of styles.

Thomas L. Arnett
Souris, Man.

THOMAS LEWIS ARNETT
SOURIS MAN.



ARNETTIZE YOUR STORE

3

KINREAD'S KANT-BREAK HALTER

"The Line of Progress"
R. R. Kinread

72 - 74 Princess St. Winnipeg

CARTER'S

For Your Painter Customers—

CARTER'S GENUINE DRY RED LEAD

A highly oxidized and very finely ground Red Lead. Always pure, always uniform and very economical. An ideal protective paint for metal work, railway and marine work, steam pipes, etc.

You can safely recommend this and the other Carter Products — Genuine Orange Lead, Genuine Dry White Lead and Litharge. The Carter name guarantees the quality.

The Carter White Lead Company of Canada Limited, 91 Delorimier Ave., Montreal

If interested tear out this page and place with letters to be answered.

THE
Saskatchewan Glass & Supply Co., Ltd.
MOOSE JAW, SASK.
GLASS

MR. HARDWARE DEALER:—

BUY in MOOSE JAW

SERVICE and PRICE UNBEATABLE

WE CAN SUPPLY ANY SIZE IN

PLATE AND WINDOW GLASS
WINDSHIELD GLASS
MIRRORS AND FANCY GLASS

and all kinds of Glass for a building

TRY US AND BE CONVINCED

There's a Rich Sales Opportunity for Dealers who Handle

North Star Batteries



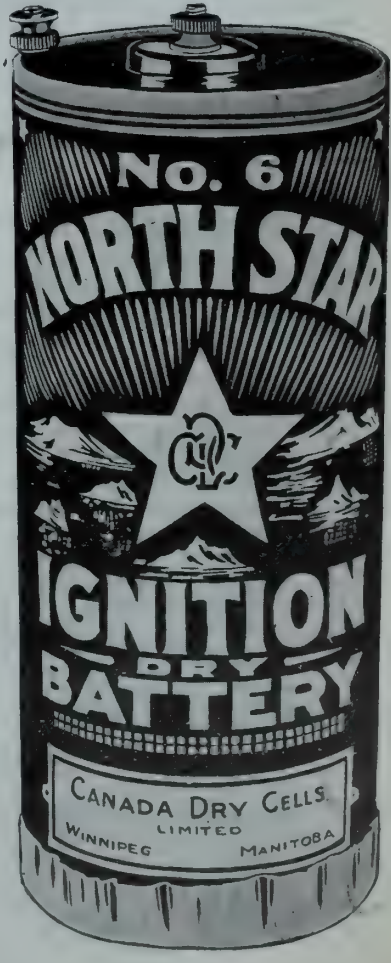
During 1920 hundreds of battery users in Canada have learned that North Star batteries give them unequalled service. These users are customers for the dealers who handle North Star products, because they appreciate North Star service.

Established reputation backed by consistent advertising is creating a demand for North Star batteries that means increased sales, satisfied customers, and a generous profit for dealers who handle this line.

North Star Batteries Are Guaranteed

to give a stronger spark and to last longer under ordinary use, than any other battery manufactured in Canada, and we sell them with a guarantee of "money back if not satisfied."

If you are not now handling them, and your wholesaler or jobber will not supply you, write direct, for prices.



Canada Dry Cells Limited

WINNIPEG, MANITOBA

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Aluminum Castings
The Toronto Lock Mfg. Co., Toronto.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal
Hurtubise Limited, Montreal, Que.
Landers, Frary & Clarke, New Britain, Conn.
W. D. Shambrook & Co., Hamilton.
E. T. Wright & Co., Limited, Hamilton, Ont.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Dupont Powder Co., Wilmington, Del.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
Wm. J. Brown, Montreal, Que.

Ash Sifters
Leslie Tinware Co., Ltd., The, Ottawa, Ont.
Soren Bros. Co., Ltd., Toronto.

Auger Rings
Crescent Co., The, Meriden, Conn.

Auto Accessories, Equipment and Supplies. (Jobbers)
D. Ackland & Son, Limited, Winnipeg, Man.
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Northern Electric Co, Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Hyslop Bros., Toronto.
Hurtubise, Ltd., Montreal, Que.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
Ames, Holden McCready, Limited, Montreal.
Auto Specialties Co., Fort Erie, Ont.
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Franco-British Supply Co., Winnipeg, Man.
Goodell Pratt Co., Greenfield, Mass.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
The Imperial Bit & Snap Co., Racine, Wis.
The Kales Stamping Co., Limited, Walkerville, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont
K-P Products Co., Inc., New York.
Will. B. Lane, Chicago, Ill.
The Locktite Mfg Co., Windsor, Ont.
The Motor Specialties Co., Waltham, Mass.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill
C. A. Shaler Co., Waupun, Wis.
A Schrader Sons, Inc. Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Automobile Jacks
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Millers Falls Company, Millers Falls, Mass.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Great Western Smelting & Refining Co., Limited, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co, Ltd., Toronto
Canada Dry Cells Ltd., Winnipeg.
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Laidlaw-Bale-Tie Co., Limited, Hamilton, Ont.

Baits, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Belting, Transmission, Elevator and Conveyor
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Stitched Cotton Duck
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Ltd., Manchester, England.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.
The Toronto Lock Mfg. Co., Toronto.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Boring Bars
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Frederick Giles & Sons, Birmingham, England.
United Brassfounders & Engineers, Ltd., Manchester, England.
The Toronto Lock Mfg. Co., Toronto.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

Barrett Roofings, Cements Industrial Paints etc.

IT is *repeat* sales, not *first* sales, that keep business going and growing. That's why successful dealers like to handle Barrett products. They know from experience that these products make satisfied customers and that satisfied customers make profits.

Elastigum Plastic Patching Cement

A tough, elastic, waterproof cement for general repair work and waterproofing purposes. Known as "The Plastic Cement of a Hundred Uses." Unequalled for patching holes in roofs, repairing flashings, gutters, etc., etc.

Comes ready for use in 1-lb. tins (24 to the case); 5-lb. cans (12 to the case) and larger packages up to barrels of about 600 lbs.



Plastic Elastigum being applied to make a water-tight joint around a ventilation pipe. It sticks to any surface.

Everlastic "Rubber" Roofing

The fastest selling roll roofing on the Canadian market and the first choice of experienced buyers for all steep-roofed farm and factory buildings. Everlastic is a safe roofing for you to sell and a safe roofing for your customers to buy. It sells at a low price, is easy to lay, and gives unfailing satisfaction.

Everlastic "Rubber" Roofing comes in three weights; light (1-ply), medium (2-ply), heavy (3-ply). Rolls of 108 sq. ft. Nails and cement for laying are packed with each roll.



Everlastic Liquid Roofing Cement

The greatest material in the world for resurfacing worn-out prepared and "rubber" roofs. Comes all ready for use, is easy to apply and forms a smooth, durable, weather-proof coating which adds years of service to the old roofing, at very small cost.

Put up in all sized packages from 1-pint tins to barrels of 40 gallons.

Don't forget to order your Creonoid promptly. There will be a big demand next season for this efficient, economical Fly Oil, Lice Destroyer and Cow-Spray.

ST. JOHN, N.B. HALIFAX, N.S. WINNIPEG

The Barrett Company LIMITED

MONTREAL TORONTO VANCOUVER

THE BUYERS' GUIDE

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Canada Steel Goods Co., Hamilton.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., Lohdon, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.
Millers Falls Company, Millers Falls, Mass.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Bronze Castings
The Toronto Lock Mfg. Co., Toronto.

Brooms
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Business Machines
The International Business Machines, Ltd., Toronto.

Buttons, Electric Push
The Toronto Lock Mfg. Co., Toronto.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Brass Foundry
Frederick Giles & Sons, Birmingham, England.

Builders' Castings of all kinds
The Katie Foundry Co., Galt, Ont.

Builders' Hardware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
National Hardware Co., The, Orillia, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Stanley Davies, Weston, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
The Toronto Lock Mfg. Co., Toronto

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.
Soren Bros. Co., Ltd., Toronto.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.

Casement Fasteners and Fittings
Frederick Giles & Sons, Birmingham, England.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd. Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
National Hardware Co., The, Orillia, Ont.
The Toronto Lock Mfg. Co., Toronto.

Castings, Grey Iron
The Canadian Stoves Limited, Grimsby, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd. Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Ward & Payne, Sheffield, Eng.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.
The Toronto Lock Mfg. Co., Toronto.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
Goodell Pratt Co., Greenfield, Mass.

Chucks, Tap
Greenfield Tap & Die Corp. of Canada, Ltd., Galt, Ont.

Churns, Glass
The Dazey Churn & Mfg. Co., St. Louis, Mo

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
The Dazey Churn & Mfg. Co., St. Louis, Mo
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clean-out Doors
The Katie Foundry Co., Galt, Ont.

Clippers, Horse
B. & S. H. Thompson & Co., Ltd., Montreal, Que.
Chicago Flexible Shaft Co., Chicago, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Clocks
The Western Clock Co., Peterborough, Ont.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Clothes Reels
The Katie Foundry Co., Galt, Ont.

Clothes Washers and Wringers, Electric
Blue Bird Corporation Ltd., Brantford, Ont.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Chutes
The Katie Foundry Co., Galt, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Concrete Reinforcing Twisted Squares
Burlington Steel Co., Ltd., Hamilton, Ont.

Condensation Units
The Westco Pumps Ltd., Toronto.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

MEAKINS BRUSHES

How Do You Sell Brushes?

Are your brush sales what they should be? Do you sell the "man of the house" his paint brushes, or the cleaning brushes for his car, and do you supply his wife with her sink and kitchen brushes? You can have all these sales and many more if you display Meakins Brushes on your counter and in the window. Meakins Brushes are made from selected materials by skilled workmen. The better grades are Rubber Set and the Bristles cannot come out. In use they prove reliable, durable, and satisfactory because they have been made of everything a brush should be.



Write for Catalogue

Meakins & Sons, Limited, Hamilton, Ontario

Warehouses:

Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry, Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counter-sinks
The Crescent Co., Meriden, Conn.
Goodell Pratt Co., Greenfield, Mass.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont

Crank Shafts
J. H. Williams & Co., St. Catharines, Ont.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
F. W. Lamplough & Co., Montreal, Que.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Soren Bros. Co., Ltd., Toronto.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Greenfield Tap & Die Corporation, Galt, Ont.

Display Racks and Stands
Cameron & Co., Toronto.

Disinfectants
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bells
The Toronto Lock Mfg. Co., Toronto.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.
Stanley Davies, Weston, Ont.
Frederick Giles & Sons, Birmingham, England.
The Toronto Lock Mfg. Co., Toronto.

Door Checks
Canadian Yale & Towne, St. Catharines.
The Toronto Lock Mfg. Co., Toronto

Door Hangers
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Door Strip
Atlas Iron, Wire & General Metal Works, Toronto.
The Peck, Stow & Wilcox Co., Southington, Conn.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.
The Sheffield Twist Drill & Steel Co. Ltd., Sheffield, England.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.

Electric Lighting Supplies
The Benamin Electric Co., Ltd., Toronto, Ont.
The Barton-Netting Co., Ltd., Windsor, Ont.
Northern Electric Co., Ltd., Montreal.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Electric Specialties
The Benamin Electric Co., Ltd., Toronto, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Grinders
Western Hardware Mfg. Co., Milwaukee, Wis.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
Sheet Metal Products Co. of Canada, Ltd. Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Fasteners, Casement, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stanley Davies, Weston, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
The Toronto Lock Mfg. Co., Toronto.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, On.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
The Ingersoll File Co., Ingersoll, Ont.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.
The Toronto Lock Mfg. Co., Toronto.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

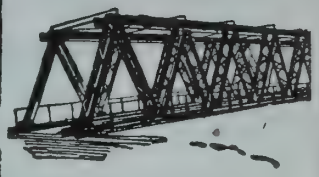
Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

G R

MINISTRY OF MUNITIONS





THE DISPOSAL BOARD HAVE

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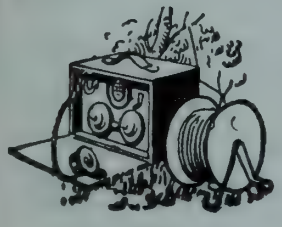
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ENGINEERING STORES











Ferrous and Non-Ferrous Metals

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Steam Engines and Boilers

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Machine Tools

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Aircraft

Furniture

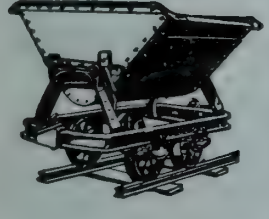
Textiles and Clothing

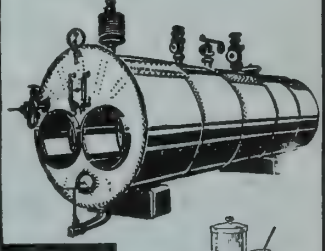
Boots and Leather Equipment

Motor Boats, etc., etc.











Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Caxton House, Tothill St., London, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil, Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forges
The Canadian Blower & Forge Co., Limited, Kitchener, Ont.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
The Canadian Stoves Limited, Grimsby, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
McClary Mfg. Co., Limited, London, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Sheet Metal Products, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.
Soren Bros. Co., Ltd., Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gasoline Tanks and Pumps
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
Greenfield Tap & Die Corporation, Galt, Ont.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Glass
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Glass, Art
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Fancy
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Glass, Window, Plate, Ornamental
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Granite Ware
Sheet Metal Products, Ltd., Toronto.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
Que.

Grease Guns
Stevens & Co., New York.

Grinders, Hand and Power
The Carborundum Co., Niagara Falls, N.Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.

Guns
Birmingham Small Arms Co., Ltd., Birmingham. England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co, Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Handles, Door
The Toronto Lock Mfg. Co., Toronto.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Ltd., St. Catharines, Ont.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Greenfield Tap and Die Corp.

Hangers, Barn Door
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hangers, Door
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, C...
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Slater & Barnard, Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Slater & Barnard, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware, Finishing
Taylor-Forbes & Co., Limited, Guelph, Ont.

Hardware Specialties
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Landers, Frary & Clark, New Britain, Conn.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Slater & Barnard, Ltd., Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
The Peck, Stow & Wilcox Co., Southington, Conn.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

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THE BUYERS' GUIDE

Headlights, Auto
Northern Electric Co., Ltd., Montreal.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, On.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Sheet Metal Products, Ltd., Toronto.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Heaters, Gas, Water
The Canadian Stoves Limited, Grimsby, Ont.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

Hinges, Spring
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
Hall-Zryd Foundry Co., Limited, Hespeler, Ont.
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Landers, Frary & Clarke, New Britain, Conn.

Horse Blankets and Horse Covers
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.
C. C. Craig Co., Winnipeg.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Toronto Lock Mfg. Co., Toronto.

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Northern Electric Co., Limited, Montreal, Que.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Limited, Toronto, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Applinances
Canadian Westinghouse Co., Limited, Hamilton, Ont.

Household Pails
Wm. Cane & Sons, Hamilton, Ont.
E. B. Eddy Co., Hull, Que.
Soren Bros. Co., Ltd., Toronto.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Ironing Boards
The Stratford Mfg. Co., Stratford, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Wentworth Mfg. Co., Limited, Hamilton, Ont.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.
J. H. Hanson Co., Limited, Montreal, Que.
Sheet Metal Products Co., Toronto.
Soren Bros. Co., Ltd., Toronto.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Cutting
Landers, Frary & Clark, New Britain, Conn.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canada Cutlery Co., Limited, Kingston, Ont.
C. C. Craig Co., Winnipeg, Man.
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Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.
Marples & Co., Sheffield, England.
T. E. Rowbotham & Son, Sheffield, England.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Knockers, Door
The Toronto Lock Mfg. Co., Toronto.

Ladders, Step, Extension, Store, etc.
Beatty Bros., Ltd., Fergus, Ont.
John Calandar Mfg. Co., St. Paul, Minn.
Slater & Barnard, Ltd., Hamilton, Ont.
The Stratford Mfg. Co., Stratford, Ont.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
The Coleman Lamp Co., Limited, Toronto.
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.
E. T. Wright & Co., Limited, Hamilton, Ont.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.
The Toronto Lock Mfg. Co., Toronto.

Lathe Dogs, Drop-forged
J. H. Williams & Co., St. Catharines, Ont.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Seats
The Stratford Mfg. Co., Stratford, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Swings
The Stratford Mfg. Co., Stratford, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Canada Metal Co., Limited, Toronto, Ont.
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Lens
The Ontario Plate Glass, Ltd., Hamilton, Ont.

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The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
The Toronto Lock Mfg. Co., Toronto.

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Campbell Agencies, Toronto.
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Limited, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin Williams Co., Winnipeg.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.
The Toronto Lock Mfg. Co., Toronto.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
J. H. Williams & Co., St. Catharines, Ont.

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The Penberthy Injector Co., Ltd., Windsor, Ont.

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T. F. Shurly Co., Ltd., St. Catharines, Ont.

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E. C. Atkins & Co., Hamilton, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mangles, Clothes
Taylor-Forbes Co., Limited, Guelph, Ont.

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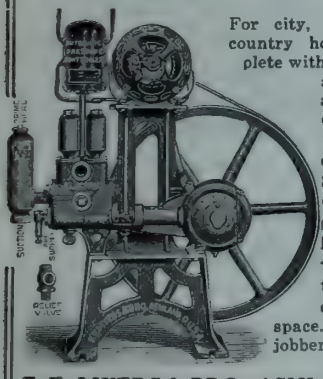
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metal Cutting Saws
Clemson Bros., Inc., Hamilton, Ont.

Metal Saws, Power
Clemson Bros., Inc., Hamilton, Ont.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Metal Store and Front Construction
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Milling Cutters
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

Nails, Horse Shoe
The Montreal Rolling Mills Co., Montreal, Que.
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man..

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil, Ltd., Toronto.
The North Star Oil & Refining Co., Limited, Winnipeg, Man.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.
Sheet Metal Products, Ltd., Toronto.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oilers
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
Atlas Iron, Wire & General Metal Works, Toronto.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Wm. J. Brown, Montreal, Que.
The Canadian Fairbanks-Morse Co., Limited, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Cold Water
The Deco-Tint Co., Montreal, Que.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Flint Varnish & Color Works of Canada, Limited, Montreal Que.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
MacArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
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A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

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Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

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Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
MacArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
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Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.
Sheet Metal Products, Ltd., Toronto.
Soren Bros. Co., Ltd., Toronto.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Petroleum Faucets
Landers, Frary & Clarke, New Britain, Conn.

Phosphor Tin and Copper
The Hoyt Metal Co., Limited, Toronto.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pipe, Acid Resisting
The Hoyt Metal Co., Ltd., Toronto, Ont.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners

Pipe Stocks and Dies
Greenfield Tap & Die Corporation, Galt, Ont.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.
Soren Bros. Co., Ltd., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers
F. W. Lamplough & Co., Montreal, Que.
The Peck, Stow & Wilcox Co., Southington, Conn.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
F. W. Lamplough & Co., Montreal, Que.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Chamberlain Desolvo Co., Toronto.

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BANK OF MONTREAL

ANNUAL GENERAL MEETING, HELD 6th DECEMBER, 1920

The 103rd Annual General Meeting of the Shareholders of the Bank of Montreal was held on Monday, December 6th, at the Bank's Headquarters. The President, Sir Vincent Meredith, Bart., occupied the chair, and presented the annual report of the Directors. This showed that the profits for the year ended 30th October, 1920, after deducting charges of management and making full provision for all bad and doubtful debts, amounted to $4,033,995.60. To this was added a balance of profit and loss account, brought forward from the previous year, of $1,812,854.43 and $1,000,000.00 premium on new stock, making a total of $6,846,850.03. Dividend disbursements at the rate of 12% per annum, together with a bonus of 2%, amounted to $2,960,000.00. To this was added $2,000,000.00 credited to rest account; $210,000.00 war tax on bank note circulation; and $425,000.00 reservation for bank premiums; making a total deduction of $5,595,000.00, and leaving a balance of profit and loss to be carried forward of $1,251,850.13. During the year 16 new branches had been opened and one branch closed.

Before moving the adoption of the report, Sir Vincent Meredith gave a comprehensive review of the economic situation. During the year, he said, an overwhelming demand for credit had taxed resources to the utmost. It had been difficult to make men who had grown accustomed to high prices recognize the fact that economic conditions, which no artificial means can alter, alone are the cause of price decline. "The demand for intervention through Government control is still insistent in some quarters," he said. "Canada alone cannot control world-wide conditions, and it is idle to turn to the Government for relief from falling prices. This applies to wheat as well as to other commodities."

Summing up, he said: "The situation in Canada at present, as I view it, is that while there does not appear to be any cause for apprehension, there is every reason for the exercise of the utmost measure of caution. Canada cannot disassociate herself from world conditions, and world conditions are not satisfactory. On this continent the two years supervening upon the Armistice have been marked by unexampled trade activity and prosperity, a circumstance common to the conclusion of all great wars, but the reaction has set in and may not yet be in full play. Happily, Canada is well buttressed on many sides, and the exercise of prudence and sagacity should enable her to meet the shock of falling prices, restricted credits and deflated currency, without serious impairment of her commercial and financial vitality."

Expansion of Business in Canada.

The General Manager, Sir Frederick Williams-Taylor, in reviewing the operations of the Bank during the year, said the payment of a bonus of 2% to the shareholders was not the outcome of higher rates of interest on current loans in Canada but a reflection of the increase in current loans and of high interest rates on call loans in New York, the volume of which was governed by the Bank's requirements in liquid reserves. One anomaly which attracted attention was that with the credit restriction as acute here as it was across the line, the price of money was materially lower in the Dominion. This condition, he said, was regarded as a tribute to Canada's good banking system.

Dealing with the growth of the Bank's operations, he said: "It is noteworthy that the greatest expansion of the Bank during the past few years has been in our own country. This is revealed in our greatly increased loans and deposits in Canada and in the number of branches opened during the period.

	Loans in Canada	Deposits in Canada	Branches in Canada
1914	$123,147,000	$168,557,000	173
1920	240,725,000	358,878,000	302

The annual report was unanimously adopted and the retiring directors were re-elected. The shareholders gave approval to the motion by Lord Shaughnessy to increase the number of directors from 16 to 18 and to the two new positions on the Board were elected Sir Lomer Gouin and General Sir Arthur Currie.

At a subsequent meeting of Directors, Sir Vincent Meredith, Bart., was re-elected president, and Sir Charles Gordon, G.B.E., was re-elected vice-president.

THE BUYERS' GUIDE

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Polishes, Auto and Furniture
Buffalo Specialty Co., Buffalo, N.Y.
Channell Chemical Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Posts, Fence, Steel
Burlington Steel Co., Ltd., Hamilton, Ont.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Poultry Equipment
The Collins Mfg. Co., Toronto, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pruning Shears
The Peck, Stow & Wilcox Co., Southington, Conn.

Pulls, Drawer
Taylor-Forbes Co., Limited, Guelph, Ont.

Push and Pull Plates
The Toronto Lock Mfg. Co., Toronto.

Pulleys, Clothes
The Katie Foundry Co., Galt, Ont.

Pumping Systems, Automatic
The Westco Pumps Ltd., Toronto.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton Ont.
The Westco Pumps Ltd., Toronto.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport. Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gine-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiators, Auto
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Razors
AutoStrop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
Campbell Agencies, Toronto, Ont.
The Canadian Sales Co., Toronto.
Caverhill, Learmont & Co., Montreal.
C. C. Craig Co., Winnipeg.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Marples & Co., Sheffield, Eng.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal
Sanderson-Harold Co., Ltd., Paris, Ont.
Soren Bros. Co., Ltd., Toronto.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., St. Catharines, Ont.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Hamilton Tar & Ammonia Co., Ltd., Hamilton, Ont.

Roofing, Ready
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Sheet, Vulcanized
Wm. J. Brown, Montreal, Que.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
Goodell Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Safety Razors
AutoStrop Safety Razor Co., Toronto, Ont.
The Gillette Safety Razor Co., Limited, Montreal.

Sash Weights
Canadian Die Casting Co., Ltd., Montreal, Que.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.
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Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
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Saws, Coping
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The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
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The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Limited, Toronto.
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T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Simonds (Canada) Saw Co., Ltd., Montreal, Que.

Saw Guards
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Saws, Hack
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Clemson Bros., Inc., Hamilton, Ont.
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Goodell Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
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Clemson Bros., Inc., Hamilton, Ont.
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

Saws, Metal Cutting
Clemson Bros., Inc., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clarke, New Britain, Conn.
Wiebusch & Hilger, New York.
Marples & Co., Sheffield, England.

Scales
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Canadian Fairbanks-Morse Co., Ltd., Montreal.
Landers, Frary & Clarke, New Britain, Conn.
The Northern Electric Co., Montreal.

Scales, Machinists'
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Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Thumb
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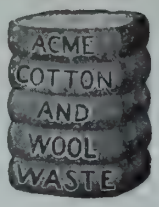
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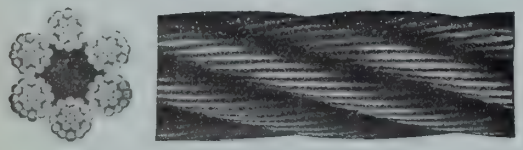
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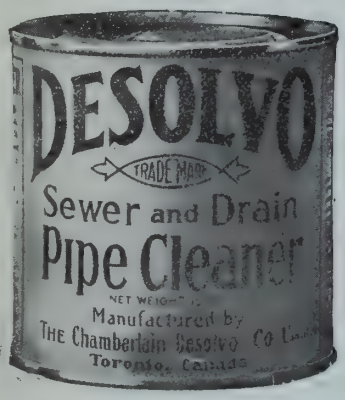
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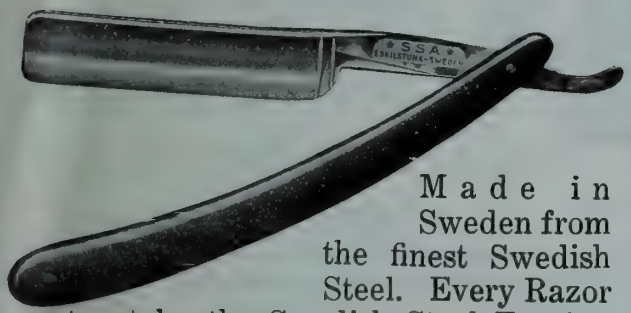
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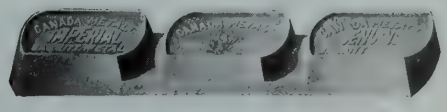
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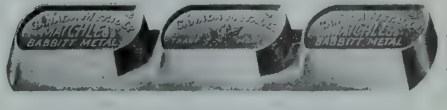
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For Donkey Engines, Saw Carriages, Small Motors, Transmission Line Shafting and all steady heavy pressure duty.



Matchless

Suitable For Slow-Moving Bearings

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL
WINNIPEG VANCOUVER

Sets 8,000 to 13,000 Plants per day



Retails $12.00

Unique Rapid Plant Setter

for setting out TOBACCO, TOMATOES, CELERY, CAULIFLOWER, CABBAGE, SWEET POTATOES, PEPPER, EGG PLANT, STRAWBERRIES, ETC.

Each plant set, watered and covered in one operation. Does perfect work. The most useful and valuable tool on the farm.

The greatest labor saver: a better and earlier crop.

NO STOOPING, NO LAME BACK. One man sets more plants than three by hand. Does it easier and better.

Works on side hills among stumps, stones, anywhere.

EXCLUSIVE AGENTS WANTED. Write at once for particulars.

UNIQUE RAPID PLANT SETTER CO.

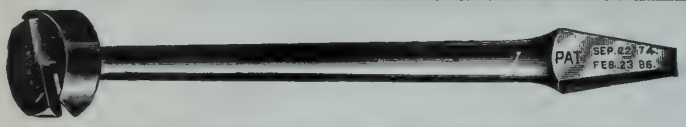
P.O. BOX 612, MONTREAL, CANADA

EVEREADY DAYLO

We Supply All Daylos, Batteries, etc., by Return Delivery
All Orders Receive Special Attention
EVEREADY is our motto where it concerns DAYLO

EVEREADY DAYLO

SPIELMAN AGENCIES Regd., 45 St. Alexander Street, MONTREAL



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

MAPLE LEAF HAND SAWS

are the Canadian Standard



No. 1914
The newest in up-to-date saws. Combines keen cutting qualities with improved features.

Unbreakable Handle

Our saws are made on a high standard basis that wins satisfactory sales for the dealer.

You can sell **Maple Leaf Hand Saws** in full confidence that "worth while" prestige for your store will be the logical result.

Shurly-Dietrich Co.
LIMITED
GALT - CANADA

Increasing Consumption of Your Product Through Dealers' Influence on Customers

When your reputation is thoroughly established, when the value of your organization is fully appreciated by the trade, when your product and its use are fully understood, when distribution seems ideal, the day has come to skillfully direct your continuous advertising on increased consumption of your product through the dealers' influence on customers and sales.

A weekly message through Hardware and Metal—where the whole hardware trade of Canada seeks its business news—will supply the dealer and his clerks with the selling points of your product, the sales plans you have evolved, and furnish the means and inspiration for increasing consumption of your product to your pleasure and profit



OUR SPECIALTY

This knife is made of best Sheffield Steel and the haft of A1 Nickel Silver. A turn of the ring opens the blades instantly. IT IS A QUICK SELLER EVERYWHERE. ORDER TO-DAY.

T. E. ROWBOTHAM & SON
Globe Works, Penistone Rd.
SHEFFIELD

A Good Year-round Seller is within your reach. Seize this opportunity to stock

The "TWEED" Sanitary Chemical Closet



It will bring you surprising results.

Stamped out of Black Sheet Steel and is very strong, durable, attractive, and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded.

Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points and cut for local advertising.

Large stock on hand, can ship promptly. Get after Fall business.

Write for Catalogue.

STEEL TROUGH & MACHINE CO., LTD. : TWEED

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Reed's Patent Plastic Asphalt Roof Cement



repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough, leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & Co., LIMITED
37 St. Antoine Street
MONTREAL

IMPERIAL SOLDERING PASTE
IMPERIAL RESIN CORE SOLDER

DEMAND FROM YOUR JOBBER

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER



SHEFFIELD CUTLERY

H.R.S & Co.
Regd. Trade-Mark

Henry Rogers, Sons & Co., Ltd.
SHEFFIELD Estab'd. 114 Years AND WOLVERHAMPTON ENGLAND

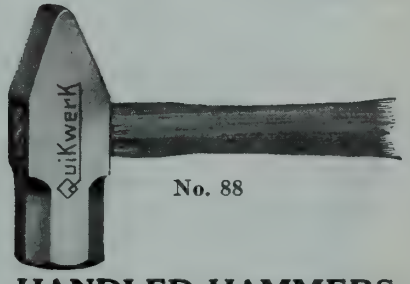
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REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS
RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.
PARIS, ONTARIO



No. 88

HANDLED HAMMERS

Full polished head or black japan finish with polished face and pein; handle, hickory. There is no better hammer made.

THE WARREN TOOL & FORGE COMPANY
234 Griswold St. - - Warren, Ohio, U.S.A.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

PLUMBS **SAND'S** LEVELS



Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

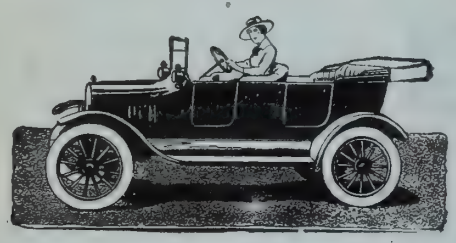
Canadian Branch:

CAMPBELL AGENCIES, 23 Richmond Bldg.
TORONTO, ONT.

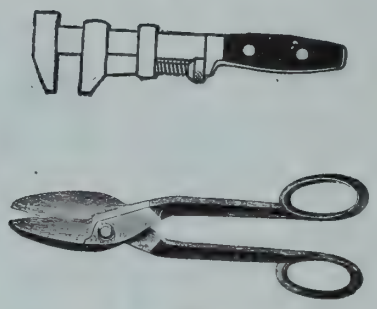
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Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.



366



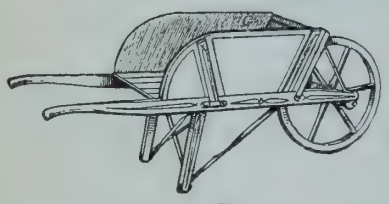
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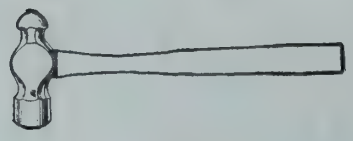
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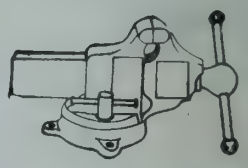
159



330



72



THE above are a few of HARDWARE AND METAL'S electro assortment, comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

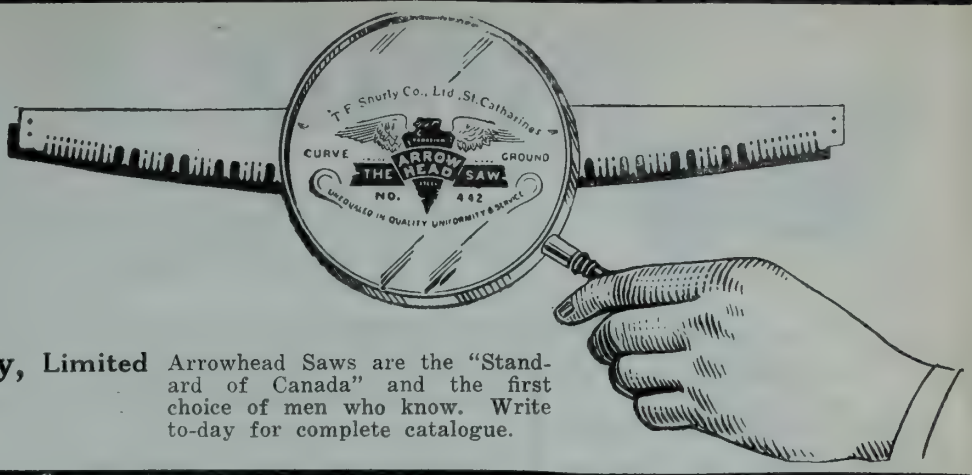
Electro Department

143-153 University Avenue
TORONTO, CAN.

If interested tear out this page and place with letters to be answered.

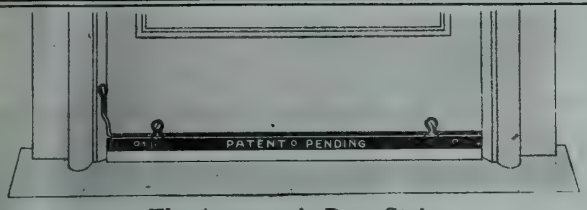
ARROWHEAD SAWS

Sell fast, make satisfied customers and reflect credit on the dealer who carries them, because—they are perfectly tempered, hang right and are set right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.



T. F. Shurly Company, Limited
St. Catharines
Ontario

Arrowhead Saws are the "Standard of Canada" and the first choice of men who know. Write to-day for complete catalogue.



The Automatic Door Strip

A rubber attachment made in lengths to fit any door; works automatically; no friction; cannot wear out; no draughts; saves coal and time. Easily adjusted; satisfaction guaranteed. Write to-day.

Atlas Iron, Wire and General Metal Works
815 Queen St. West, Toronto. Phone Adel. 388
Manufacturers of
Elevator Enclosures; Works for Banks, Offices, etc., a specialty; Ornamental Iron Fence; Wire Window Screens; Guards for Machinery Protection.
"While we stand still we rust."



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East. Winnipeg
Sankey & Mason, 839 Beatty Street Vancouver.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

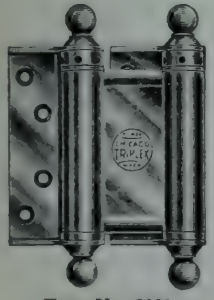
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke **Ontario**



TRADE CHICAGO MARK

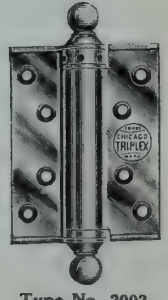
SPRING HINGES



Type No. 2001
Double Acting

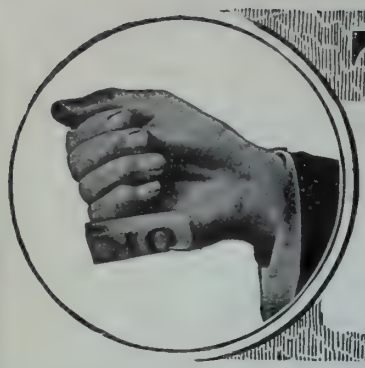
"Triplex" Spring Hinges are the recognized Standard everywhere. The Type No. 2001 body (center leaf) is formed of one piece of metal, making it the strongest and most rigid hinge of its type.
The single action hinge, Type No. 2002, can be supplied with reverse action springs, to hold the door open when released. Both types the best of their kind.

TRADE C.S.B. CO. MARK



Type No. 2002
Single Acting

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue 36



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Sankey's Pyruma Putty Fire Cement

Easy to handle. Ready for use. For Stoves, Ranges, Furnaces, Kilns, etc., Superior to other Plastic Fire Cements. Sets Hard without heat. Fusing Temperature 3,000°F.

Quotations from
MANNING, HINTON & BRISSENDEN
Post Office Box 37 Halifax, N.S.

DOON TWINES, LIMITED
KITCHENER, ONT

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.
OWEN SOUND, ONT.

STOVE MICA

All sizes of Clear Mica in stock for immediate shipment
Price List on Application
Mica Company of Canada, Limited
P.O. Box 156, Hull, Que.





Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

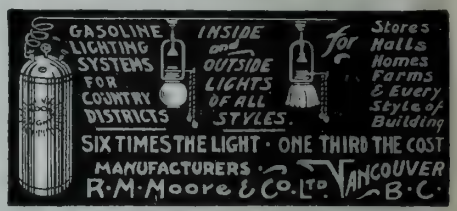
Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

Northern Electric
Tape Splice
insist on these Brands
Northern SPECIAL
VICTOR NOR-EL-CO
Northern Electric Company
LIMITED

Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

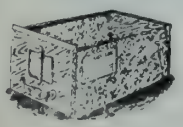


Sash Weights
Wall Washers
All Kinds of
Plain Duplicate Gray Iron Castings
CANADIAN DIE CASTING CO., LIMITED
Drummond Building, Montreal

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

STERLING
Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.



Cameron Metal Drawers
LONGER WEAR, BETTER SERVICE
Write us for Prices and Particulars of Cameron Wall Cases and Fixtures
Cameron & Co.
74 Logan Ave. Toronto, Ont.

NEW RAJAH SPARK PLUGS PRICES



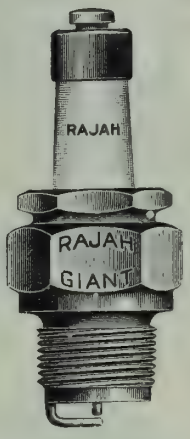
½" No. 2

Specially adapted for Ford, Overland, Studebaker. Can also be used in any motor made for ½" Standard plug.

Price, Plug $1.25
Price, Porcelain .75

RACE drivers use Rajah Plugs for a quicker pick-up, more power and higher speed. Special button top and quick detachable Rajah Terminal eliminates old style, inconvenient Thumb Screw. Simple construction, easily taken apart, cleaned and replaced. Parts interchangeable. Sturdy electrodes. Patented knife edge bushing adjusts itself to shoulder of porcelain, and permits heat expansion without injury to porcelain. Insulation highest grade, hardfire, heat-resisting porcelain.

For all pleasure cars, trucks, tractors, marine, stationary, motorcycle and airplane engines.



⅞-18 Giant

Also ½", ⅞-18 Long and ⅞-18 Extra Long—Firing point 1¼". A big, sturdy, heavy duty type of plug for pleasure cars, trucks, tractors, marine and stationary engines.

Exclusive equipment Advance-Rumely Tractors.

Price, Plug $1.50
Price, Porcelain ..... .85



THE NEW WATERPROOF, SHOCKPROOF, BREAKPROOF, DUSTPROOF RAJAH PLUG

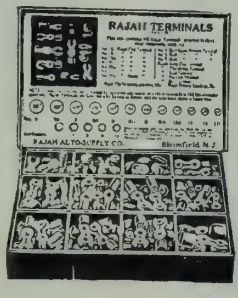
Furnished in all the standard thread sizes, with regular RAJAH Terminal fitting any cable.

RAJAH Ferrule Terminals, making a neater connection, will be furnished if a sample of cable is included with the order.

Used extensively during the War in Aviation.

Specially recommended for Unprotected Motors, Marine, Tractor, Stationary, Airplane, Motorcycle.

Price, Plug $1.75
Price, Porcelain ..... .75



Box Assortment Rajah Terminals

A very attractive silent salesman



Rajah Regular Clip Terminal
Fits any size cable



Rajah Thrust Clip Terminal



Rajah Hook Clip Terminal



Rajah Short Clip Terminal



Rajah Primary Terminal



THUMB NUT
With all Rajah plugs, unless otherwise ordered. Also Ball and Stud Adapters.

The Rajah Thrust Clip, Hook Clip, Short Clip and Primary are furnished with ferrules to fit any size cables

TO JOBBERS: We will gladly furnish further information.

Electros in appropriate sizes for newspaper and catalog use supplied on request.

MANUFACTURED BY

RAJAH AUTO-SUPPLY COMPANY, BLOOMFIELD, N.J.

Canadian Distributors:

The Canadian Fairbanks-Morse Co.
The Northern Electric Co.
Wood, Vallance & Leggat
The Motor Car Supply Co.
Motor Products, Ltd.
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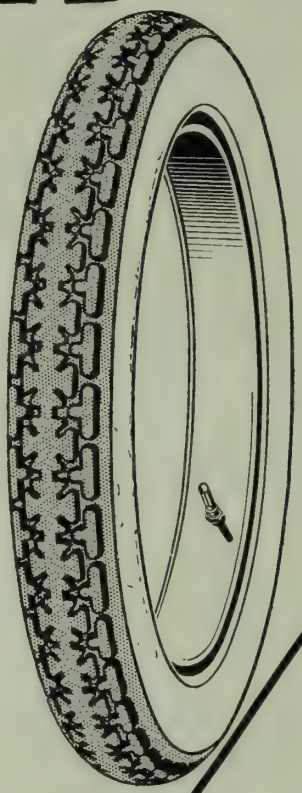
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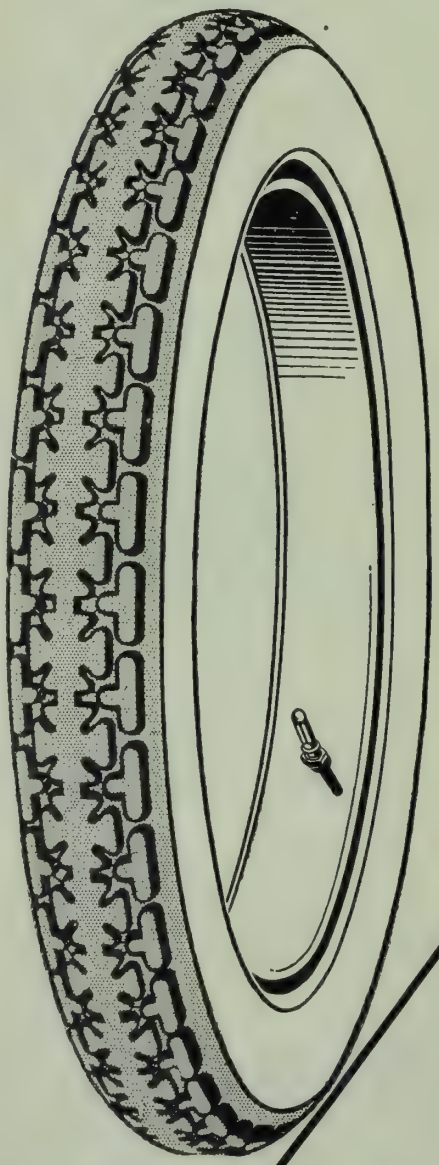
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"GUTTA PERCHA" TIRES and Accessories

CORD or FABRIC







You Can't Beat "Gutta Percha" Tires—

Either for the dealer who sells them or his customer who buys them. In each case their long record of good service guarantees satisfaction, for the satisfied customer will come back. Inquire about the liberal profits we allow and the way we back the dealer who sells "Gutta Percha" Cord and Fabric Tires and Accessories.

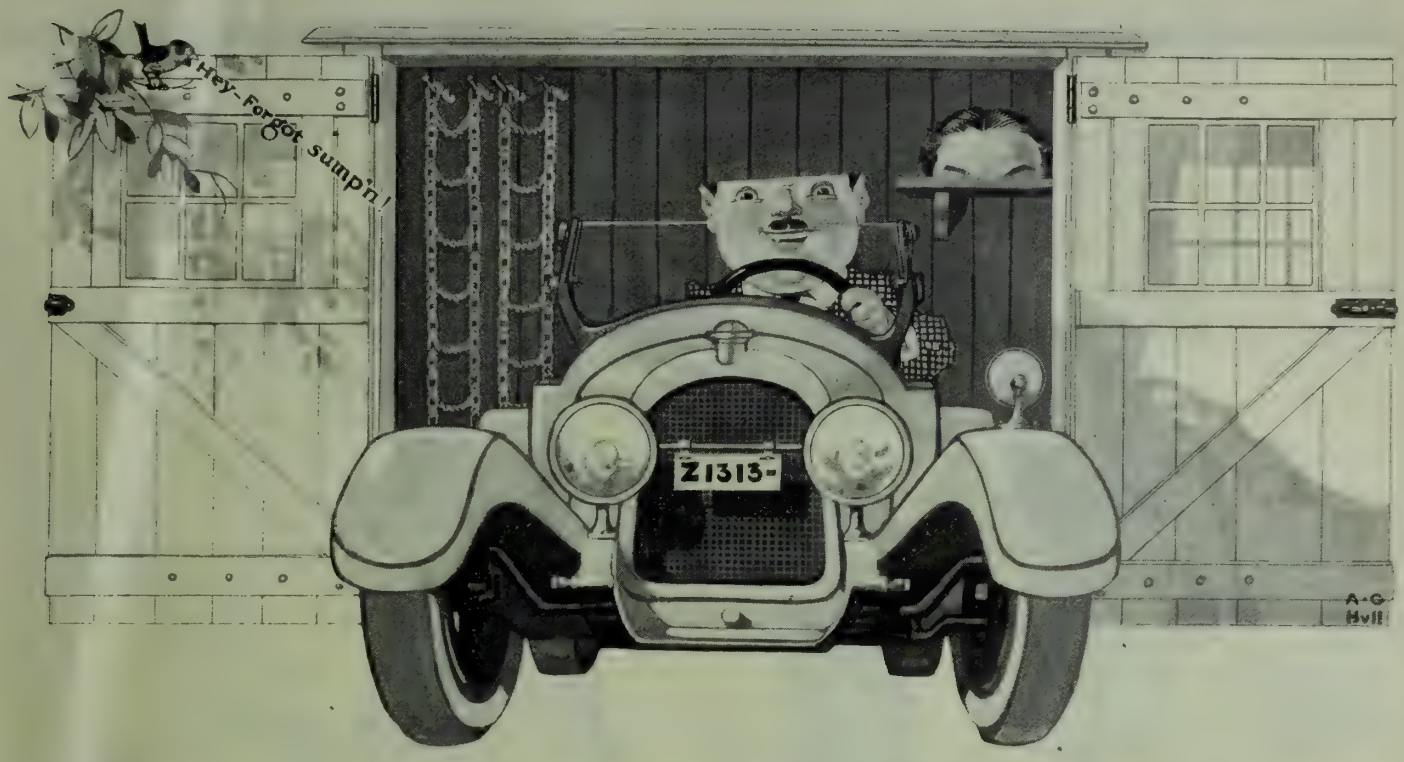
"Go as far as you like on 'Gutta Percha' Tires"

Gutta Percha & Rubber Ltd.

Head Offices and Factory : TORONTO

Branches in Leading Canadian Cities

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Don't Leave Them Behind

Brains and _Chains_ must be _used_ for the safe operation of automobiles.

PRACTICALLY every car in operation has *Weed Tire Chains* —in the garage. Even the novice knows there are times when he cannot drive safely without them. The trouble comes in making drivers *think* to always carry them in their cars and *think* to put them on the tires "at the first drop of rain."

Give your *Weed Tire Chains* a chance to perform their mission. Don't leave them in the garage. Carry them with you and put them on the tires *before* the elements whip the streets into black deadly skidways.

Only a moment of your time and their steel forged protection will be securely *chaining your car to safety.*

Weed Tire Chains

on your tires reflect your prudence and intelligence.



MR. DEALER: Write us for advertising material, also for names and addresses of nearest jobbers stocking Weed Tire Chains

DOMINION CHAIN COMPANY, Limited

Niagara Falls, Ontario, Canada

We manufacture a complete line of welded and weldless chains—all types, sizes and finishes—and every link will hold for the purpose intended.



If interested tear out this page and place with letters to be answered.



Goliath

"Built for Endurance."

Nothing Succeeds Like Success

IT is significant that the more Goliath Spark Plugs we sell, the more repeat orders we receive. The demand is phenomenal.

A spark plug is more than mere metal and insulation—it is the all-important transmitter of electrical energy which determines power, pick-up and that smooth purr of the engine in which all motorists take so much pride.

Every spark plug you sell influences the minds of your customers, favorably or otherwise, towards your business. Experimenting is costly. Goliath Plugs have been "Tested for Service."

LIST PRICE 75c EACH

Our Nearest Sales Branch Can Supply You

Canadian General Electric Company, Limited

Head Office - TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria

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NORTHLAND SKI MANUFACTURING CO.

SKI, TOBOGGANS, SNOWSHOES and ACCESSORIES

Best Sellers *Liberal Profits* *None Better Made*

Order now for next season.



Write for catalog and Price List.

NORTHLAND SKI MANUFACTURING CO., St. Paul, Minn.
Largest Manufacturers of Ski in the World.

CROWBARS

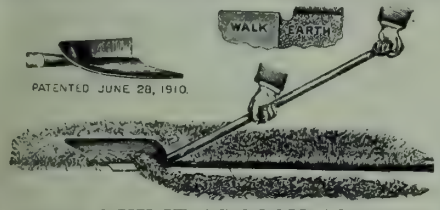


No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

Imperial Lawn Edge Trimmer



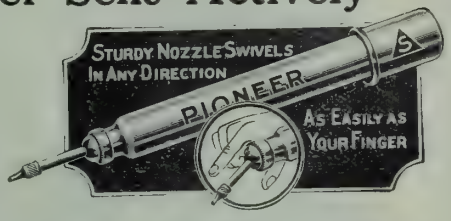
THEY BUY IT AS SOON AS SEEN

Easy working; leaves a clean, straight edge. Durable, profitable, rightly priced. Most jobbers will supply you.

Imperial Bit and Snap Co., Racine, Wis.

Pioneer Sells Actively

The Most Easily Handled Gun—It's Lubricating Convenience!



Those "hard-to-get-at" places of the car are easily reached with Pioneer's patented ball-joint nozzle.

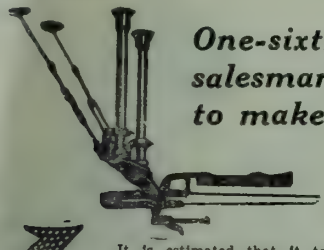
The joint collar unscrews for heavy grease; combination tip for light oil or grease.

Sturdy construction—seamless steel tubing, double cowhide washer, easy-gripping handle. Brass plated. Length 15 inches.

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375 Broadway
New York

Through your jobber---his service is coming





One-sixth of your salesman's time to make change



It is estimated that it takes one-sixth of a salesman's time to make change under ordinary conditions. This means the time of one salesman in a staff of six. Eliminate the running and five salesmen can do the duties of six.

Our Cash Carriers will accomplish this for you, and at a greatly reduced cost with more efficiency. There also would be two persons in every transaction, viz., the salesman and cashier—each checking the other—and your money will be in the custody of one person, and in your office, where it properly belongs. Had you thought of it in this way? Our leaflet explains it fully.

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113 Sumach Street
Toronto, Ontario, Canada

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application *Immediate Shipment*

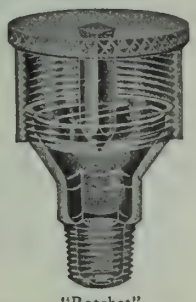
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Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins





"Oil Cup"



"Ratchet"





"D"





"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

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International Service

Combined Buying



means increased profits. You save time and trouble by combining orders to us for all your requirements. We feature duplicate parts for popular cars such as Ford and Chevrolet. You can depend on us for shop equipment of power and hand tools. To attempt purchasing these lines from different factories, means extra expense in time and money. We can supply you with everything for motor cars and trucks, and can make quick, complete shipments from stock.

Established in 1896, the B-R Co. service is based on 24 years' experience.

Tools and Hardware, Garage Equipment, Bicycles and Tires, Cycle Supplies.

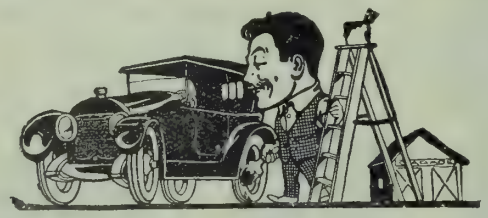
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The Beckley-Ralston Co.

Chicago, U.S.A.

Branches—New York, San Francisco, Detroit, Pittsburgh and Kansas City. Cable Address—"Beckley." Codes—A.B.C. 5th Edition and Western Union.

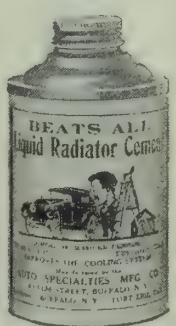
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Two Sizes—Liquid 50c. and 75c.—Powder 35c. and 50c.



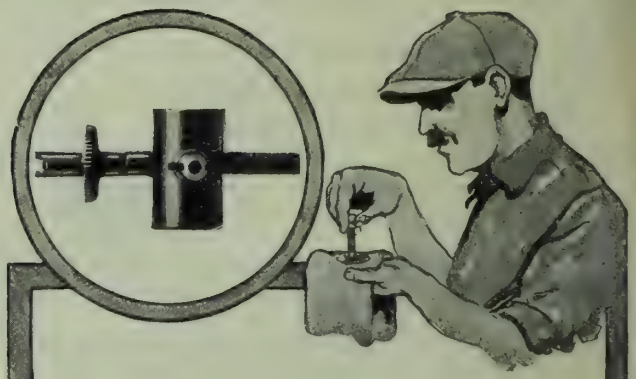
Why resort to a soldering iron?—Use BEATS-ALL.

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Guaranteed to repair leaks quickly and permanently.

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Auto Specialties Mfg. Co.
FORT ERIE, CAN.



First Aid to Damaged Valves

DON'T throw away the tube because the thread of the valve is injured. Repair it in a few minutes with this handy Schrader Universal 5 in 1 tool. It consists of: Tap, Die, Valve-inside Remover, Reamer, and Deflater. With it you can remove insides from valve stems, repair damaged cap threads, re-tap inside thread, ream damaged cap seat, deflate tubes. It will save you many dollars and yet costs only 45 cents anywhere in Canada.

Made in Canada by

A. SCHRADER'S SON, INC.
334 East King Street, Toronto
London, Eng., New York, Chicago

SCHRADER UNIVERSAL VALVE REPAIR TOOL

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IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

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Elgin Wrenches



Stand for Convenience and Service.

Excel in appearance, finish, durability. The convenient wrench for inconvenient places. Convenient to use, easy to carry, effective in results.

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Carpentersville, Ill., U.S.A.

Opportunities are offered every week on this page

Watch them

QUICK RESULTS

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

HARDWARE AND METAL

is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

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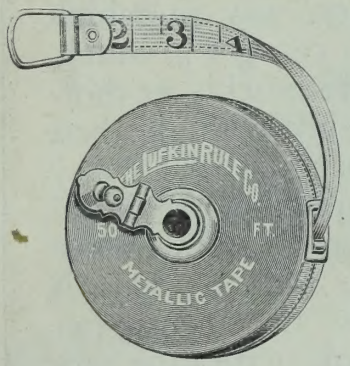
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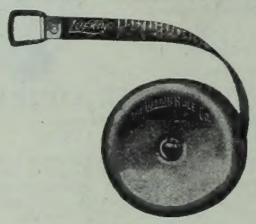
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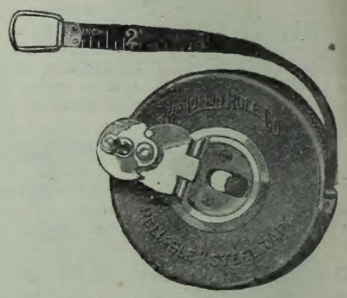
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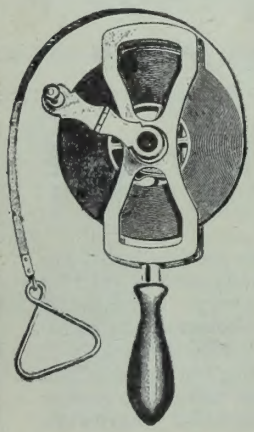




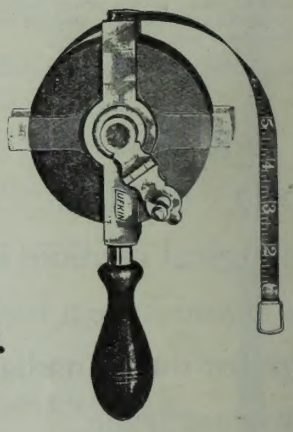


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WINDSOR, ONT.

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Trade-Mark Registered

"Paints and Varnishes for Every Purpose."



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About the shelves
Or on the floor—
Great sakes, alive!
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No. 312

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